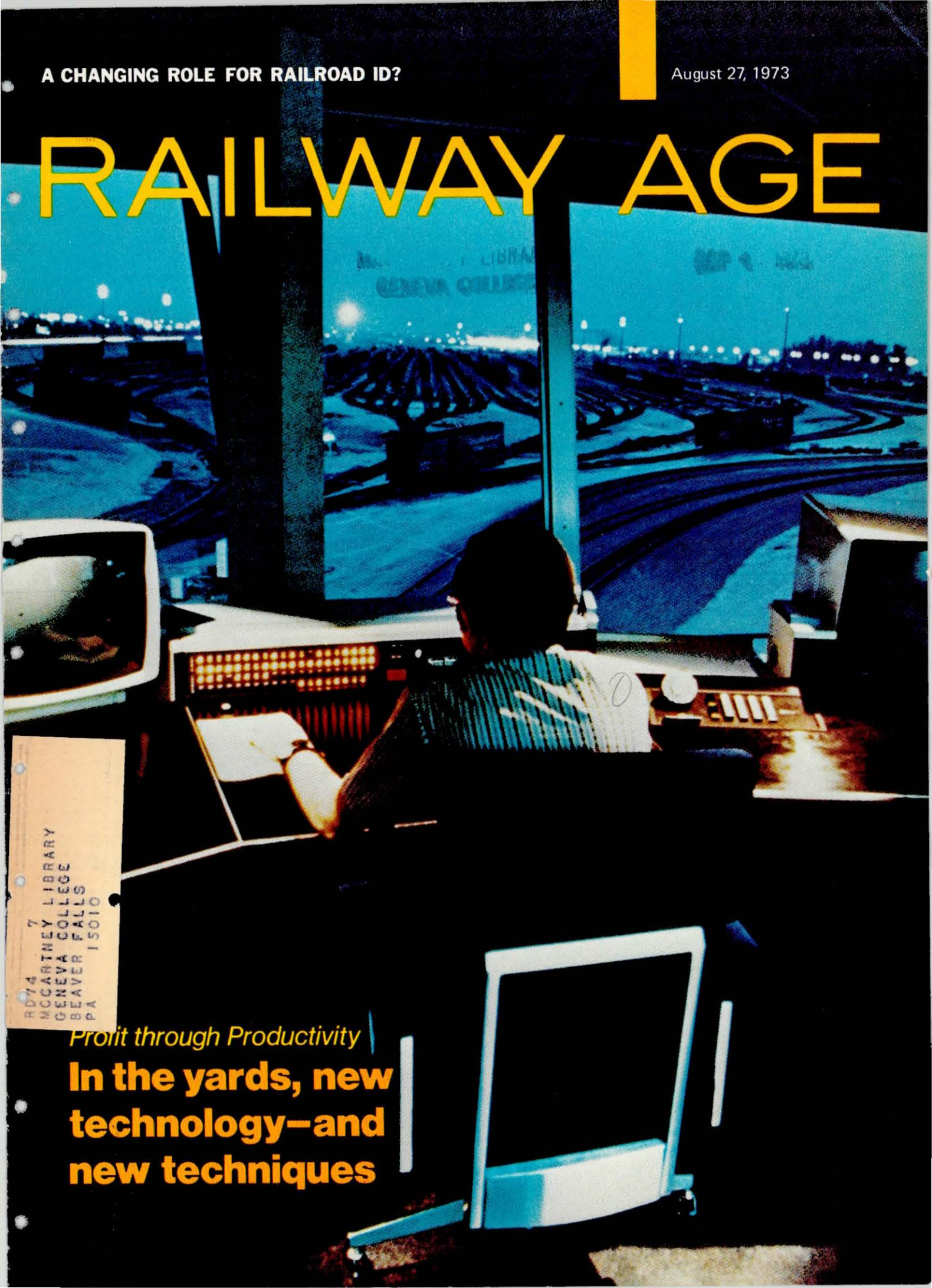
A CHANGING ROLE FOR RAILROAD ID?

August 27, 1973

RAILWAY AGE



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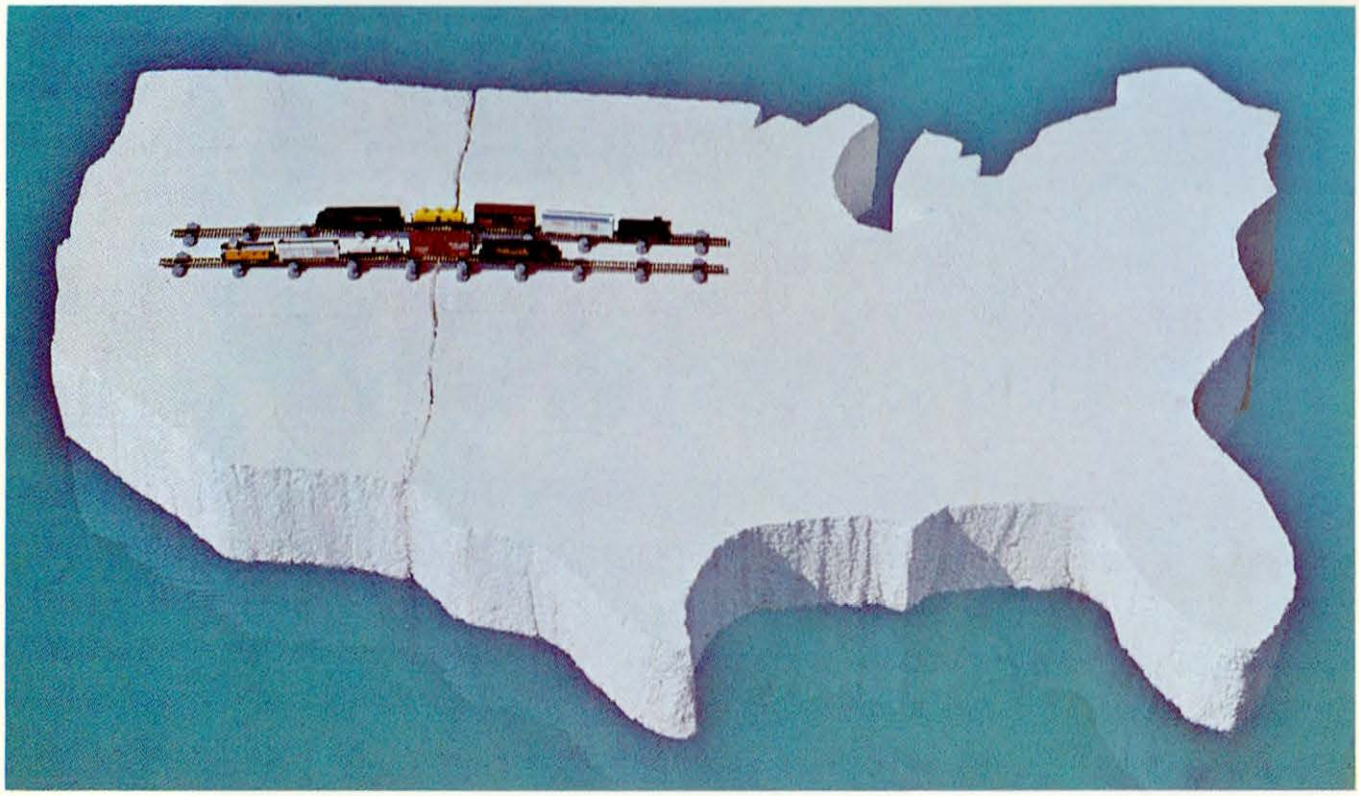

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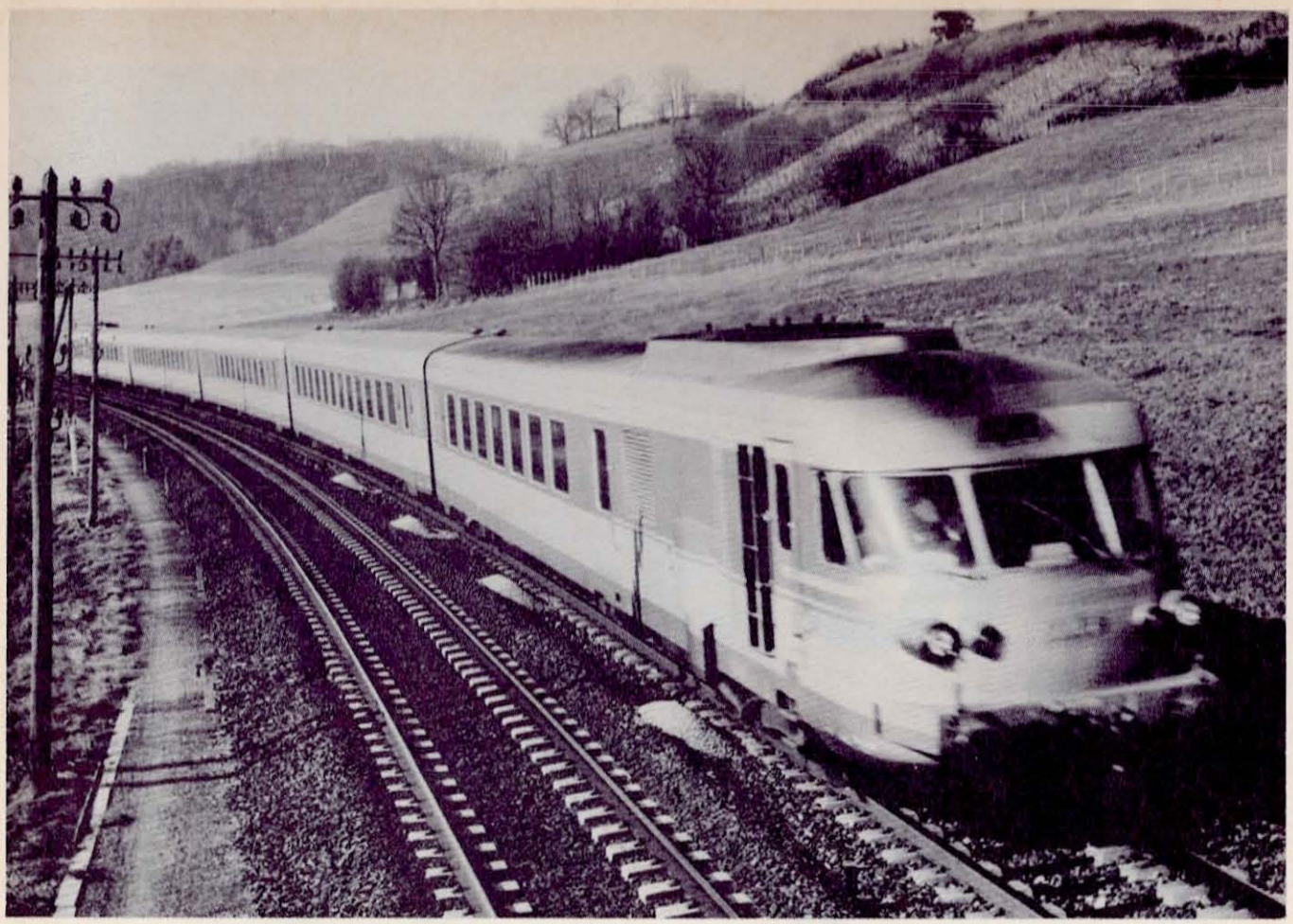

This is the gas turbine train Amtrak has chosen.

On February 28, 1973 Amtrak contracted with ANF-FRANGECO Paris for delivery of two of the latest Turbo-powered trainsets: the "RTG". They are destined for the Chicago-Milwaukee and Chicago-St. Louis runs.

ANF-FRANGECO built the ETG and RTG gas turbine trainsets for SNCF-French National Railways. ETG trains have already totalled over 5 million miles on the regular Paris-Caen and Paris-Cherbourg service during the past two years.

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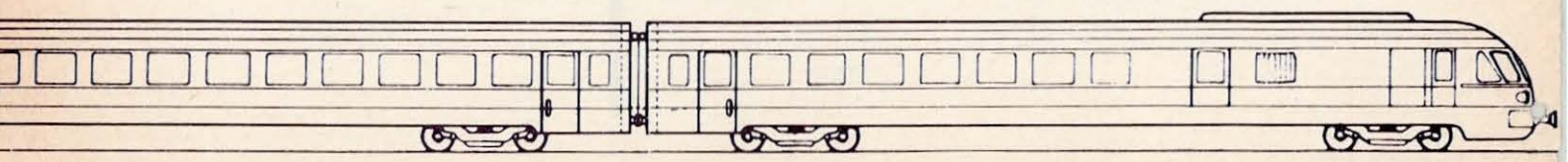

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Inside

LUTHER MILLER

CLASSY CLASS YARDS

Are hump yards a terminal case? You hear occasional rumbles to that effect. Senior Editor Gus Welty, in this issue's cover story (p. 22), seeks to set the record straight. Railroads are spending literally hundreds of millions of dollars to build new yards and upgrade old ones. And what are they buying? "Cynics," concedes Gus, "would have you believe that they're getting bigger, fancier, more costly facilities in which to delay shipments. A lot closer to the truth would be an observation that they're getting a more reliable way of handling cars at lower over-all operating cost."

Gus's story is a description of some new and upcoming class yards with real class, in terms of both technology and technique. Southern Pacific's West Colton, Calif., facility, the newest to go into full operation, is introduced as primary evidence.

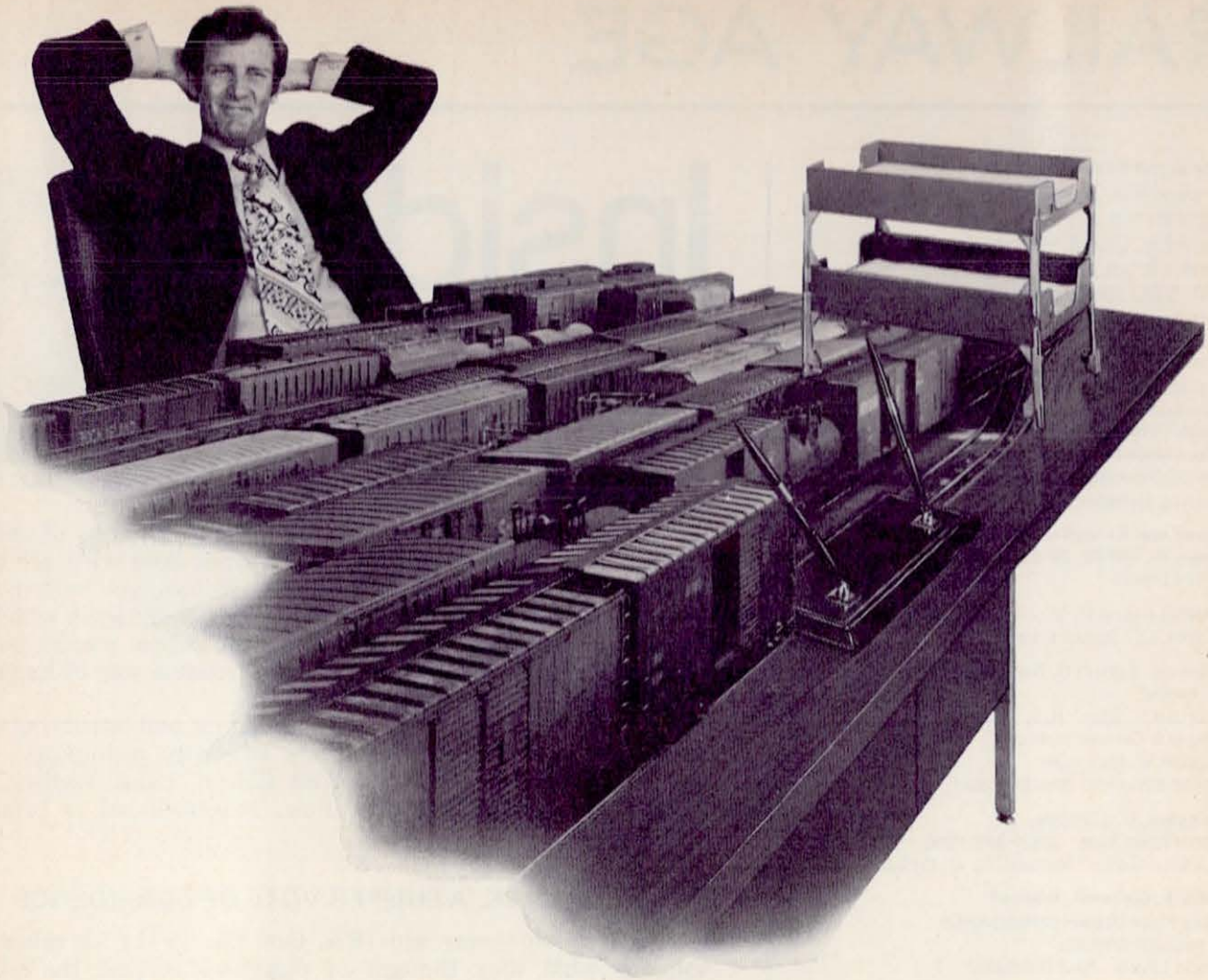
FOR PIGGYBACK, A SHIPPER VOTE OF CONFIDENCE

Just under two years ago (RA, Oct. 25, 1971) we asked 40 shippers what they thought of piggyback service; the results were, to say the least, disheartening. Thirty-seven complained about skyrocketing rates. Twenty-three found TOFC/COFC service deteriorating at an alarming rate.

Recently we sent out another TOFC/COFC questionnaire to the shippers who participate in our Railway Age Freight Traffic Polls. Out of the 60 who replied, 50 said they used TOFC service—and 34 of these said they had no complaints. On the contrary, a number of them were close to rhapsodic on the cost/service benefits of piggyback. Thirty-six of the respondents said they used container-on-flat-car service; and 23 of these gave COFC a resounding vote of confidence. What shippers like—and don't like—about the way railroads are now handling TOFC/COFC shipments is reported in the form of verbatim comments (p. 34).

THE ID MEN: GOD BLESS 'EM

Watching Washington (p. 18) carries the cheering news that the railroad share of all U.S. freight ton-miles rose by a fraction of a percentage point last year, after a number of years of decline. There are a number of reasons for this; one is the success story that is written each year by railroad industrial development departments. A Railway Age survey shows that well over 4,000 new and expanded plants came on line last year, adding hundreds of millions of dollars in new freight revenues. This came at a time when ID men were having to grapple with a whole new set of problems brought on by the need to comply with tightening environmental standards. Associate Editor Robert W. McKnight's report on how the railroad industry's plant locators are facing up to the challenge of a changing role begins on p. 30.



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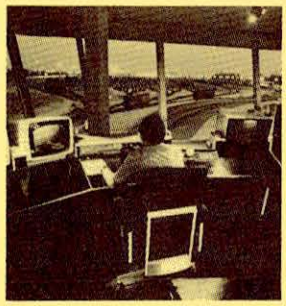
RAILWAY AGE

AUGUST 27, 1973

FEATURES



COVER
From the crest tower, West Colton's new yard spreads out in this night scene provided by Southern Pacific.

Profit through productivity

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ID men face up to environmental challenge . . . . . p. 30

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Short and Significant

CONGRESS VOTES $175 MILLION FOR CROSSINGS

The Federal-aid Highway Act of 1973, which President Nixon signed Aug. 13, provides $175 million over a three-year period for grade crossing protection. At least half of the money must be used for protective devices. The grade-crossing provision as it finally emerged from a House-Senate conference committee was a disappointment to railroads; the original provision was for $600 million and it had not been believed to be in danger. There was no immediate explanation for the reduction.

BUCKEYE WILL PRODUCE GSI TRUCK DESIGNS

Buckeye Steel Castings, previously a producer of freight-car castings, and General Steel Industries have made a long-term agreement enabling Buckeye to manufacture and sell rapid-transit, commuter-car and locomotive trucks designed by GSI. After liquidation of GSI's Castings Division which produced trucks, a new organization, GSI Engineering, was established to carry on the development and licensing of railway suspension systems. GSI has licensing agreements in eight foreign nations. Buckeye, based in Columbus, Ohio, has been authorized to sell domestically and for export.

NORTH WESTERN PLANS A SPLIT

Two-for-one and even three-for-one stock splits are not unusual. But a 60-for-1 split? That's what Chicago & North Western wants to do. Directors have approved the plan, application has been filed with the ICC and after Commission approval is received shareholders will be asked for their OK. It's the board's opinion, says President Larry S. Provo, that per-share fair market value of the stock "is now substantially in excess of the original $50 per-share offering price." The split would increase the number of shares outstanding from 72,825 to 4,369,500, and the lower per-share price then "should encourage broader participation in stock ownership by employees." North Western is also planning a post-split stock offering to employees; the date hasn't been determined, and the price "will be determined at the time of the new offering".

NORTHEAST SITUATION LEFT DANGLING

As expected, Congress went away on a month's vacation without having made substantial progress toward a Northeast railroad solution. The House Transportation Subcommittee, where hopes for a fast, Federally-aided solution to the crisis primarily reside, adjourned without completing its "mark-up" of H.R. 9142, a compromise bill based on a plan drawn up earlier this year by the Union Pacific. It would create a quasi-public "Fannie Rae" corporation to restructure the Northeast railroads, with considerably more Federal aid than the Administration wants but less than that desired by supporters of the Brock Adams plan. The Senate Commerce Committee, meanwhile, reported out a bill, S. 2188, embracing the Vance Hartke proposal, which would, in effect, send the problem over to the ICC for further study. The Senate passed a bill authorizing a total of $210 million for various programs just to keep service going.

FROM THE ICC, HALF A LOAF

The ICC has decided to defer, for up to seven months, the full rate increase requested by the railroads (3% in the East, 5% in the West and South) but is allowing the carriers to put in an interim 3% hike. The railroads filed for the 3% to become effective Aug. 19. The full increases sought would produce $570 million a year.

JOHN KOHL LEAVING NEW JERSEY POST

John C. Kohl is resigning as New Jersey's Commissioner of Transportation to become professor of civil and urban engineering at the University of Pennsylvania. Long a leader in the fight for greater Federal and state support of mass transportation operations, Kohl was appointed to the New Jersey post in January 1970 by Gov. William T. Cahill (who lost his bid for renomination in the June Republican primary).

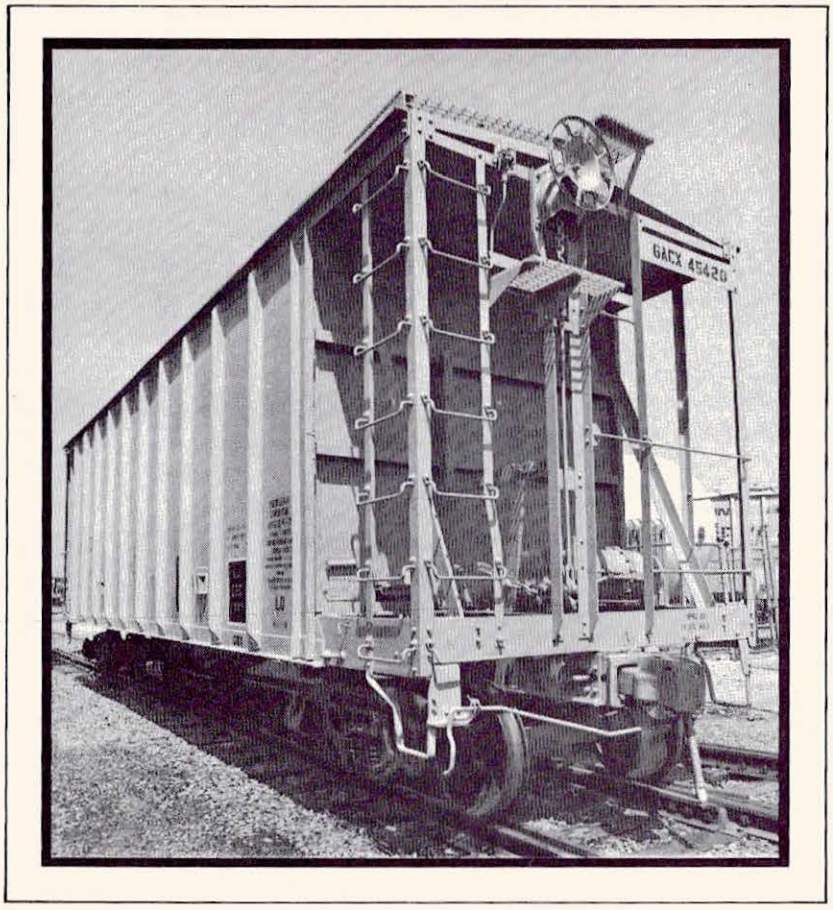
AUTO-TRAIN IN THE BLACK

The Auto-Train Corp., in its first full year of operations, had net earnings of $804,872, or 56 cents a share, according to its president, Eugene K. Garfield. Revenues during the period amounted to $13,976,335. The earnings figure includes a net tax benefit of $288,029 arising from the carryforward of the prior year's operating loss, less the net loss associated with a derailment. The full-year figures, which Auto-Train reported July 31, are for the year ended April 30. Garfield explained that since operation started in December 1971, there are no full-year operating figures for the prior period.

TUGGLE TAKES OVER NORTHEAST STUDY

The ICC's investigation into Northeastern railroad restructuring is now under the direction of Commissioner Kenneth H. Tuggle. He is replacing Commissioner Chester M. Wiggin, Jr., who was killed in the crash of a Delta Airlines jet at Boston's Logan International Airport July 31.

A FAMOUS AMERICAN CLASSIC.



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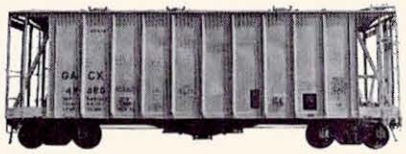

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SEVENTY-FIFTH ANNIVERSARY YEAR.

French turbo arrives: C'est si bon!

While it got away from Newark, N.J., a day late on its break-in run to Chicago, the first of Amtrak's new French-built Turbos then proceeded to win friends and influence people all along the way. A few days later the second train, delivered simultaneously at Port Elizabeth, N.J., after an Atlantic crossing from LeHavre, also moved west over the Penn Central line through Pittsburgh.

The pair of 125-mph coach trains were held to a 50-mph limit for the 900-mile trip to Chicago where they will be based when they begin revenue service to Milwaukee and St. Louis, probably late next month. Veteran railroaders were unanimous in complimenting the low noise level and the smooth ride of the trains. While they bore the red, white and blue Amtrak colors on the outside, the insides were those provided the French National Railways (SNCF) and SNCF emblems appear on many of the fixtures.

In France the five-car trainset includes one 60-seat first-class coach, one 80-seat second-class coach, and so-called second-class seating for 44 in the grill bar and for 48 in each of the power cars at the train's ends. Each car is approximately 85 feet long and is mounted on a pair of SNCF-style two-axle trucks. The entire train is about 423 feet long and weighs almost 250 tons.

Amtrak elected to have two-and two orange-vinyl reclining seats (SNCF's second-class) installed throughout its trains, giving each a capacity of 296. There are tables seating 24 in the galley/cafeteria section of the center car.

Each power car contains an 1140-hp propulsion turbine which drives through a Voith transmission to the front truck. The soundproofed engineroom also houses a smaller turbine that drives a 250-kw alternator that provides all train electrical services. (A more complete description appeared in the Feb. 12, 1973, issue, p. 16.).

While the train retains its buffers and links between cars, the ends have now been fitted with standard AAR couplers. Once in Chicago, the trains are to have their glass sash replaced with Lexan, a mute commentary on wayside vandalism along French and American rail lines. The 24-hour delay at Newark was the result of turbine shutdowns which resulted when the American train radio was installed. Radio signals triggered the turbine protective devices and the situation was cleared by shielding these heat-sensing and overspeed circuits. France does not use radio on its passenger trains.

TURBO AT ANF plant in France had buffers and European couplers for movement to Le-Harve. Now it is sans buffers and has standard AAR couplers on both ends.

Since the trains are to operate over the Illinois Central Gulf Chicago—St. Louis line via Springfield, Ill., and on the Milwaukee between Chicago and Milwaukee, both roads sent general road foremen of engines to France to operate RTGs (*rame a turbine a gaz*) in revenue service between Paris and Cherbourg. They also operated the trains while they were moving to Chicago over PC. William Cruickshank, general road foreman for the Milwaukee, observed that RTG "is as smooth a ride as any I've ever had." He also complimented the reliability and ease of maintenance of the trains.

Since one of the United Aircraft Turbo-Trains was destroyed in a Canadian collision (RA, Aug. 13, p. 46), Amtrak no longer plans to assign such equipment to the Chicago area as earlier announced. Instead the remaining Canadian Turbo for Amtrak will be assigned in the Boston—New York area, joining the pair that Amtrak inherited from DOT. Numerous difficulties with these trains resulted recently in the removal of the extra-fare charge for the Boston—New York service.

The French Turbos are being leased to Amtrak for just over $100,000 monthly for a period of 18 months with an option for outright purchase at $5.5 million after one year. This, according to Amtrak, is considerably below the price of North American equipment.

Amtrak has a further option to purchase either four or eight additional trains within the lease period. ANF Frangeco, the French builder, has established prices contingent upon the building of more RTGs for the French National Railways concurrently. Rohr Industries has been licensed to produce RTGs for North American service if Amtrak's requirements go beyond the eight in its French option. Amtrak sees markets for such equipment in corridors of 200 to 300 miles and cites as possibilities: Chicago-Detroit, San Diego-Los Angeles, Seattle-Portland, and Disney World-Miami.

Construction has started on a $3 million maintenance base for the RTG trains at Brighton Park in Chicago. This facility, due for completion late this year, will be staffed by Amtrak personnel. Railroads in the Chicago area will continue to maintain Amtrak's conventional equipment.

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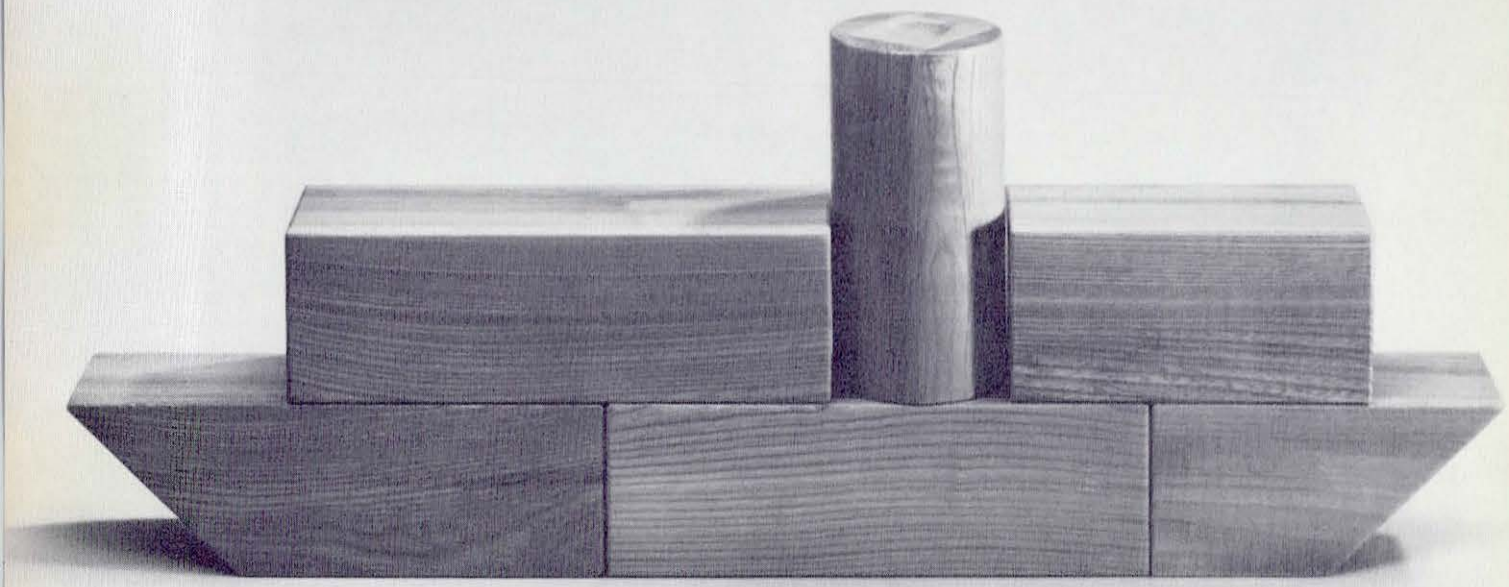

If a tightrope artist loses his balance, there's usually a net waiting. For us, it's different. With only Davy Jones's locker down below, we have to be sure everything is balanced up above. Balanced to a T.

To make sure it is, we load our vessels with all the practiced perfectionism of a high wire man. Step by step, step by step. Computers, special containers, and the best minds in the business assure pinpoint accuracy. A slight imbalance here or there is adjusted on the spot. When our ships put out to sea, they stand up straight.

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C&NW, Charmin aim to increase car use

Chicago & North Western will get better equipment utilization and Proctor & Gamble's Charmin Division will be better able to plan its operations, thanks to a five-year agreement made by carrier and customer covering movement of pulpwood.

C&NW is hauling the pulpwood in modified, higher-capacity gondolas which, it's expected, will be shuttling back and forth in dedicated service for 50 weeks out of each year. Charmin has agreed to move 30,000 cords per year under a setup that restricts loading time to 24 hours and unloading time to 20 hours. The cars, equipped with permanent steel side-stakes and wire end-screens, have had carrying capacity increased by about 20%. With the time restrictions on loading/unloading, C&NW is looking for a minimum 50% increase in car utilization and effective car-fleet size. Thus far, North Western has remodeled 40 cars for the service, operating from Mercer, Wis., to Green Bay. By yearend, it's hoped that 200 cars will be assigned to the movement, with another 200 cars scheduled for work next year.

Soo Line and The Mead Corp. announced a somewhat similar five-year program last year, covering movement of pulpwood in bulkhead-end gondolas from five concentration points in Michigan to Escanaba (RA, May 29, 1972, p. 20).

Junk autos leave town-by rail

Chicago & North Western's Project PRIDE—for Promote Development to Defend the Environment—has now opened a third front, as C&NW continues its efforts to help on-line communities get rid of abandoned junk automobiles.

PRIDE started out in the Mason City, Iowa, and Rapid City, S. Dak., areas, and the expansion has put the program to work around Riverton, Wyo.

In Iowa, C&NW has hauled 2,900 cars from five communities. The Rapid City area produced more than 8,500 junkers, with 3,000 more also expected to take a train ride out of town. Thus far, about 1,000 cars have been taken out of Riverton and shipped to a plant where they can be recycled into reusable steel.

Once the cars are assembled at a collection point, they are run through a crusher and then loaded in modified gondolas, 50 to 60 hulks to a railcar.

Lines on Labor

GUS WELTY

HOW MANY MEASURES?

For one reason or another, that complex word "productivity" is too often too simply defined to cover merely the performance of labor in an industrial environment. The statistics come tumbling forth, in an attempt to portray output per man-hour, or output per wage dollar or output per something. "Output" itself can also take many forms. For instance, the most recent Bureau of Labor Statistics productivity study measures railroad output per man-hour in terms of revenue traffic and car-miles. For those who may be interested, BLS figures (based on 1967-100) show a rather sharp productivity increase in 1972 over '71—8.9% on the traffic measure and 7.4% on the car-mile measure. And that's a better showing than the industry was able to make in the preceding decade or so: The average annual productivity gain, by BLS reckoning, over the 1960-72 period was 5.5% on the traffic scale and 3.3% on the car-mile scale.

PRODUCTIVITY: IT'S PEOPLE—AND A LOT MORE

Measurement of productivity, however, has to take many more variables into account, and many more elements that go into the make-up of an enterprise. That's one reason for the current year-long Railway Age series "Profit Through Productivity" (which looked at the people-potential last month, takes up terminal technology/technique this month and will continue with explorations of the contributions of unit trains, TOFC/COFC, investment planning and market planning). That's also one reason why a recent analysis of major roads in all parts of the country makes fascinating reading—fascinating and somewhat perplexing reading.

If, for instance, you pry deeply enough into ICC and AAR data, you can't escape certain conclusions as to why some railroads do well while others have their backs to the wall. Some of these conclusions follow generally-accepted assumptions: Railroads blessed with the long-haul tend to make it. Railroads with high terminal costs tend to be in trouble. Railroads ranking high in traffic-density tend to be with the winners. But there are also a few departures from norm.

RULES—AND EXCEPTIONS TO THE RULES

Take traffic-density first. Among the roads studied, the major coal-haulers are at the top and they're profitable. And, while a couple of bankrupt carriers rank well down on the list, so do a couple of highly profitable roads. Length of haul? Predictably, the longest average hauls are recorded on the western transcontinentals and these are profitable carriers. But in the East and Southeast, a couple of consistent income-producers show shorter average hauls than a couple of troubled properties. Terminal cost? It's a killer. It's also a rule that seems to hold up. If you compare yard track-miles to total route-miles, you find roads in the Southern District right at the national average. You find Western District carriers well under the national figure. You find Eastern District roads far above, with a yard-to-route figure more than double that of western lines (You also find more obsolete and otherwise inefficient track layouts in the long industrialized Northeast.) Productivity? It's got more ingredients than a Julia Child recipe.

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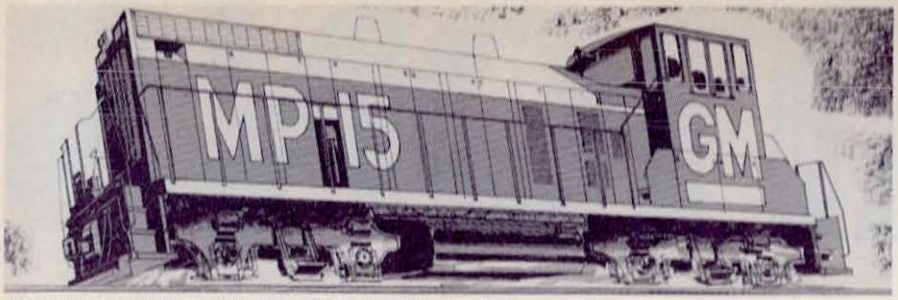


ARTIST'S CONCEPTION of MP-15 which Electro-Motive will introduce early in 1974.

EMD plans multi-purpose 1,500 hp unit

Electro-Motive Division of General Motors, which ushered in 1972 with the introduction of its Dash-2 series of road freight locomotives, has announced that it will be ringing in 1974 with the unveiling of another new motive power concept—the model MP-15. Designed for secondary service as well as switching and transfer work, the MP-15 (for multi-purpose, 1500 horsepower) is a 4-axle 4-motor unit outfitted with EMD's standard GP (general purpose) road freight locomotive trucks.

In making the announcement, H.L. "Pete" Smith, vice president of GM and general manager of EMD, said: "This locomotive combines features of the switcher and the road freight locomotive to offer new dimensions in motive power flexibility for the railroad industry.

"Its switcher configuration provides high visibility, while other design improvements provide for the roadability required in secondary and transfer service."

Fuel capacity of the new unit is 1,100 gallons, with a 1,400-gallon tank available as an option. Powered by a 645E series 12-cylinder non-turbocharged engine, it features current design modifications which have virtually eliminated visible smoke and substantially reduced exhaust gas emissions. Fire ring pistons, improved cylinder liners and a low sac fuel injection system are some of the modifications that keep emissions at a low level.

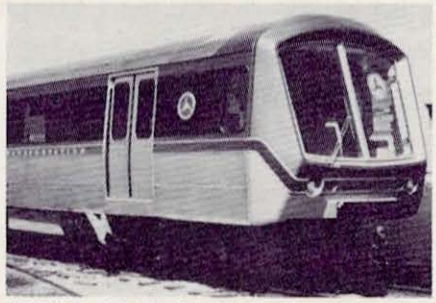
SOAC collision kills Pueblo engineer

The Urban Mass Transportation Administration's SOAC (state-of-the-art-car) program has been delayed at least six months as the result of an Aug. 11 collision at DOT's High-Speed Ground Transportation Test Center at Pueblo, Colo.

The lead car of the two-car SOAC train was badly damaged and the engineer, James Allen Rupley, 29, was killed when the test train went through an open switch and crashed into a gondola car and a 44-ton General Electric locomotive sitting on a spur. The gondola car, specially equipped with a SOAC coupler, acts as an interface between the SOAC train and the locomotive which is used to move the electrically-powered test train between the maintenance and test areas.

The SOAC train had been scheduled to move East to begin operating tests on lines of the New York City Transit Authority Sept. 17. An UMTA spokesman estimated that it will take about six months to get the damaged car repaired. It was not known immediately where the rebuilding would take place. The SOAC cars were assembled at the plant of St. Louis Car, which is now out of business.

The National Transportation Safety Board is conducting an investigation. Preliminary indications were that the SOAC cars stood up to the impact well. Principal damage was to the lead car's mostly-glass engineer's cab. UMTA said "the anti-climb devices worked perfectly," and four persons in the second car were unhurt.



UMTA'S SOAC TRAIN on test track at Pueblo, Colo., prior to Aug. 11 collision

UMTA said the accident occurred at 2:30 p.m. during a test. The engineer had begun braking after reaching a speed of 55 mph when the train went through the open switch. Preliminary evidence indicates Rupley applied emergency brakes prior to the impact. The switch is 350 feet from the point of impact.

First-half '73: Ups and downs

Nearly all railroads posted increases in traffic and revenues in first-half '73. But not all of them were able to carry the increases over to the profit column.

Among carriers that did report increases in ordinary (net) income:

—Union Pacific Corp. had record net income of $56.2 million in the first half, up 33% from the comparable '72 period. The railroad and Champlin Petroleum accounted for the largest increases in UP's corporate family.

—Southern's consolidated net income for the first half was $52.7 million, an increase of 14.4% over '72.

—Chessie System (which on June 15 became the parent company of Chesapeake & Ohio and its subsidiaries) reported six-months earnings of $37 million, compared with $29.1 million in the year-ago period.

—Soo Line's first-half net amounted to $10 million, compared with $5.5 million in first-half '72.

—Norfolk & Western's six-month net was $45.2 million, up from $42.5 million last year.

—Maine Central increased its earnings in this year's first half to $607,263 from the $11,115 reported last year.

—The Reading Co., which is in reorganization, cut its losses from $11.3 million in the first half of 1972 to $7.6 million this year.

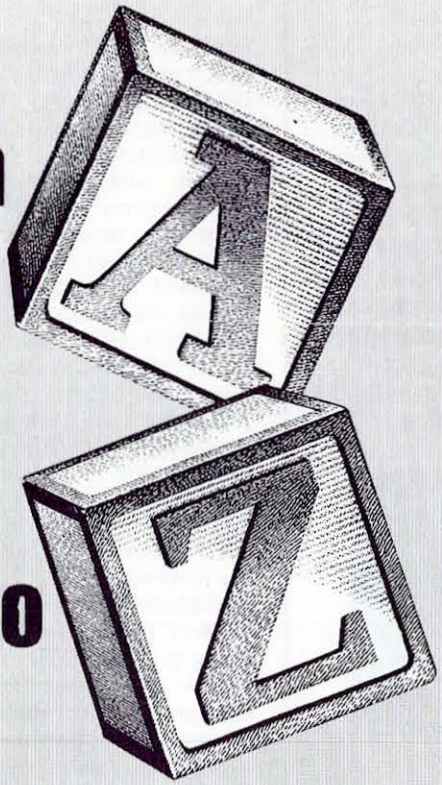
Among roads on the downside:

—Seaboard Coast Line Industries reported consolidated net income of $31.7 million, for the first six months of 1973, down from $42.3 million in 1972. Chairman W. Thomas Rice blamed record ice and snow storms and heavy flooding, plus rising costs. He said SCL's fuel costs were up 16% in the first half.

—Southern Pacific's net income in the first half was $38.4 million, compared to $53.7 million in the '72 period. Said President Benjamin F. Biaggini: "While our railroad freight business recorded modest increases in revenues and carloadings, these were not nearly enough to offset large increases in costs. We are paying higher wages, benefits and taxes and more for fuel and materials, and rate increases to cover these costs have been delayed." He said the national freight car shortage prevented SP from moving "all the lumber, plywood, paper products and canned goods traffic available to us." Bad winter weather, he added, caused shipments of perishable farm products in the second quarter to fall 28% below the 1972 figure.

—Kansas City Southern Industries had first-half net income of $2.5 million, down from the $3.7 million in '72.

From A to Z



A Albuquerque, Amarillo, Argonne, Argentine, Ardmore
B Bakersfield, Bay City, Brownwood, Barstow
C Chicago, Cleburne, Clovis, Cucamonga, Chanute
D Dallas, Denver, Dodge City, De Soto
E El Paso, Eagle Lake, Emporia, Enid
F Fort Worth, Fresno, Fort Madison, Fullerton
G Galveston, Galesburg, Gainesville, Garden City
H Houston, Hutchinson, Hodgkins, Hereford
I Independence, Inglewood, Iola
J Joliet, Justin, Jasper
K Kansas City, Kingman, Kirbyville
L Los Angeles, Littleton, Lawrence, Lemont, Lubbock
M Matagorda, Marceline, McPherson
N Newton, Norman, Navasota, Nowers
O Oklahoma City, Oakland, Olathe, Ottawa
P Phoenix, Ponca City, Pampa, Paris, Plainview
Q Quenemo, Quinlan
R Richmond, Riverside, Roswell, Raton, Reedley, Redlands
S San Francisco, Stockton, Streator, San Diego, San Angelo
T Tulsa, Topeka, Trinidad, Temple
U Udall, Umbarger, Upland
V Valley Mills, Vaughn, Verona, Victorville
W Wichita, Willow Springs, Wellington
X (Santa Fe crossings are marked with an X sign—drive safely)
Y Yale, Yucca, Yeso
Z Zarah, Zenith, Zephyr

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Watching Washington

FASCINATING FIGURES

With Congress and its camp-followers out of town until after Labor Day, those who remain in this muggy swampland (a geographical, and not necessarily pejorative, description) are finding it a good time to sit beside their air-conditioners and catch up on summer reading. For transportation people, nothing makes more interesting reading right now than the new quarterly supplement to the Transportation Association of America's "Transportation Facts & Trends." For railroaders, TF&T carries a particularly cheering piece of news: while the rail share of the total freight ton-mile package has risen slightly, after years of gradual decline, the shares of their principal competitors have gone down slightly. These are the figures:

INTERCITY FREIGHT BY MODES (% of total ton-miles)

	Rail	Truck	Oil Pipelines	Great Lakes	Rivers and Canals	Air
1970	39.7	21.3	22.3	5.9	10.6	0.18
1971	38.5	22.2	22.9	5.4	10.8	0.18
1972	38.9	22.1	22.7	5.3	10.8	0.19

AND MORE OF THE SAME

There are many other nuggets to be mined from this quarterly compendium, of which the following is a random sampling:

—While Federal regulation applies to 100% of rail and air freight, it extends to only about 40% of truck haulage; 85% of the oil-pipeline flow; 1.2% of Great Lakes traffic; and 15% of the freight moved on rivers and canals.

—The average length of the rail freight haul, at the most recent count, was 507 miles; for air carriers, 1,023 miles; oil-pipeline, 347 miles; Class I common-carrier trucks, 277 miles; rivers and canals, 338 miles; Great Lakes, 499 miles.

—For the transportation industry as a whole, the average annual total compensation per full-time employee (in 1971) was $12,325. Above the average were railroad employees ($12,802) and trucking and warehousing workers ($12,838). At the bottom were "bus-taxi, local and interurban" employees ($7,833).

—Federal and state outlays for transport facilities totaled $24.796 billion in 1971, of which $1.398 billion went for airways, $1.276 billion for airports, $889 million for rivers and harbors, and $21.206 billion for highways. The rail figure was too small, apparently, to be included in TAA's arithmetic, although there is a footnote: "Urban and high-speed Ground transport Federal expenditures 1971: $200 million."

—In fiscal 1974, the Federal government will spend approximately $865.4 million on transportation R&D (as distinguished from capital outlays). Of this, rails will get around $61 million ($47.6 million for high-speed surface programs, and $13.4 million for general research). Air transport will get $481.8 million; highways, $146.9 million; urban mass transport, $80.3 million; and water transport, $46.1 million. Total U.S. government investment in R&D in the '74 fiscal year will be $17.554 billion; transportation thus gets 4.9% of the total.

EDP is enlisted in anti-L&D battle

Southern's high-capacity, third-generation computers will be used to help determine how, why, when and where loss or damage occurs to freight moving on the system's lines.

T.D. Nicholas, director of freight claim services, describes the new program this way: "Damaged shipments terminating on Southern lines will be inspected and reports thereon will be fed to the computer. Programmed to match the claim against carload movement, revenue, station location and month the incident occurred, the computer also will compare it with undamaged freight shipped during the same period. The computer also will pro-rate and print out, automatically, the share of damage claims, if any, to be borne by other railroads participating in the movement."

Nicholas said each division superintendent will receive a monthly report giving details of L&D on his division.

The new information system, under development for about two years, is designed to "provide more effective supervision while permitting greater flexibility in preventing loss and damage and in investigating and settling freight claims," added Nicholas.

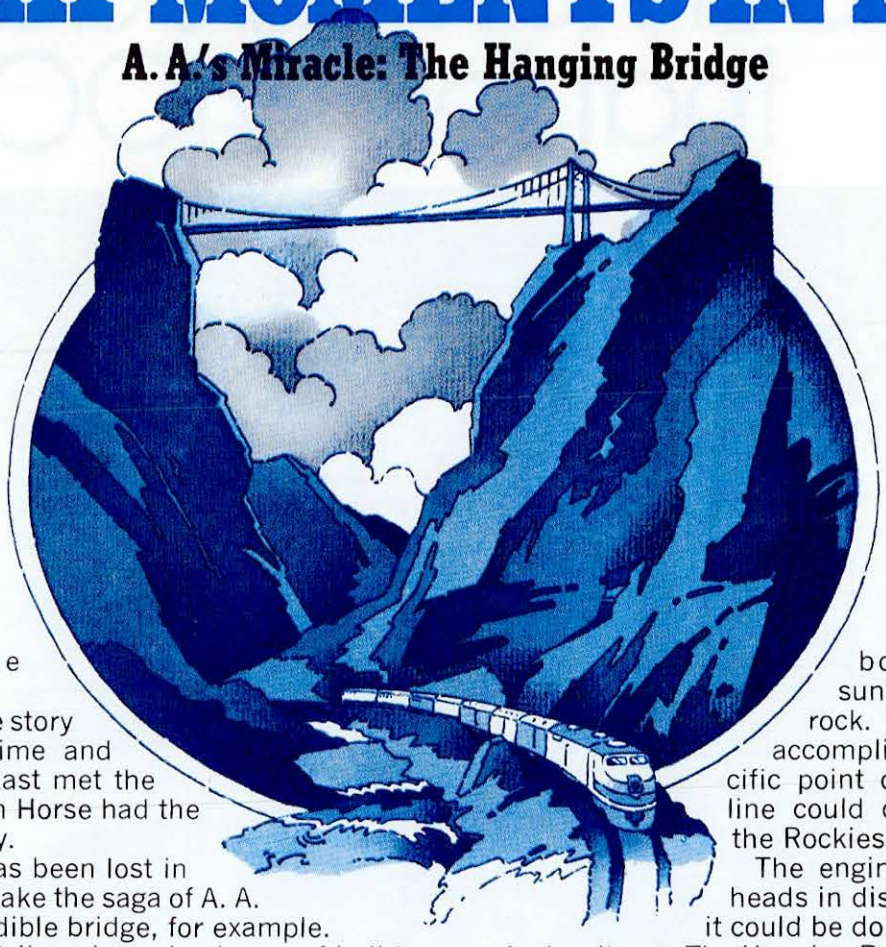
EL sues NW over tax benefits

Erie Lackawanna trustees are claiming that since April 1, 1968, when EL became a subsidiary of Norfolk & Western, "the tax accounting of Erie Lackawanna has been dictated by Norfolk & Western for its own benefit and to the detriment of Erie Lackawanna and its creditors." In U.S. District Court in Cleveland, the trustees early in August filed suit against NW for an accounting of the tax benefits which they claim NW has enjoyed by having included EL in consolidated Federal income tax returns. They also asked that NW be enjoined from including EL in such returns for periods after June 26, 1972, the date EL went into reorganization.

In a statement explaining the suit, the trustees said that "the tax basis of Erie Lackawanna's assets has been drastically reduced and tax losses in excess of $88 million and investment tax credits of $3.2 million, for the period from April 1, 1968, through Dec. 31, 1971, have been utilized solely for the benefit of Norfolk & Western and to the detriment of Erie Lackawanna and its creditors."

GREAT MOMENTS IN RAIL

A. A.'s Miracle: The Hanging Bridge



Remember the Golden Spike?

You should. The story has been told time and again. How the East met the West and the Iron Horse had the run of the country.

But so much has been lost in the storytelling. Take the saga of A. A. Robinson's incredible bridge, for example.

A. A. was the civil engineer in charge of building a 9½-mile rail line across, through, over, or around Royal Gorge, one of North America's most prodigious chasms. Perpendicular walls. Raging cataracts below that make the Niagara Gorge look like a placid stream.

The torrents of the Arkansas River prevented the use of piers. Going around the obstacle was impossible, too; the maximum gradient had already been achieved. Tunneling? Negative. A. A.'s project was running low on funds as it was. Plus, the public was clamoring to get an east-west link fast.

It was after days of intense thought that the idea finally hit A. A.—"*Hang* the bridge across the ravine!"

Robinson immediately asked his bosses for a surveying study. He wanted to know if it was possible to cut a 12- to 18-in. path in the face of the cliff to support iron girders. The rail would then be suspended from the girders and secured to the cliff face by bolted brackets sunk deep into the rock. If this could be accomplished at one specific point of the gorge, his line could continue through the Rockies.

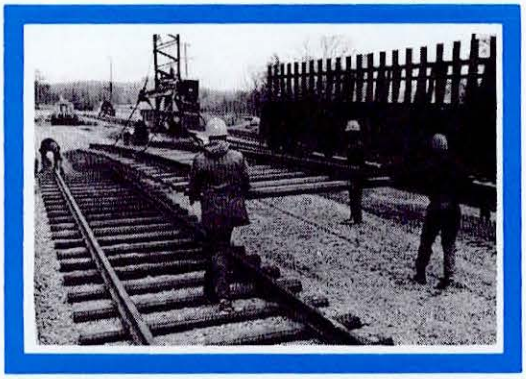
The engineers shook their heads in disbelief, but, "Yes, it could be done."

And so it was. The Hanging Bridge was erected. And though it had to be restored and beefed up a number of times to accommodate heavier trains, A. A.'s miracle bridge still hangs over Royal Gorge.

L. B. Foster Company makes the miracles today.

A. A. Robinson's bridge is just one example of how ingenuity can solve a delicate rail problem. Since that day when the golden spike bit the tie, technology has conquered thousands of tough, once-impossible-to-solve problems.

And L. B. Foster Company has done its share of finding the solutions. Simply because we handle the nation's largest supply of rail and rail accessories and deliver them from strategically located stockpiles across the continent.



We have the experience to solve your rail problems. And the know-how to deliver your order to you as fast as possible.

For more on our rail capabilities, write L. B. Foster Co., Seven Parkway Center, Pittsburgh, Pa. 15220.

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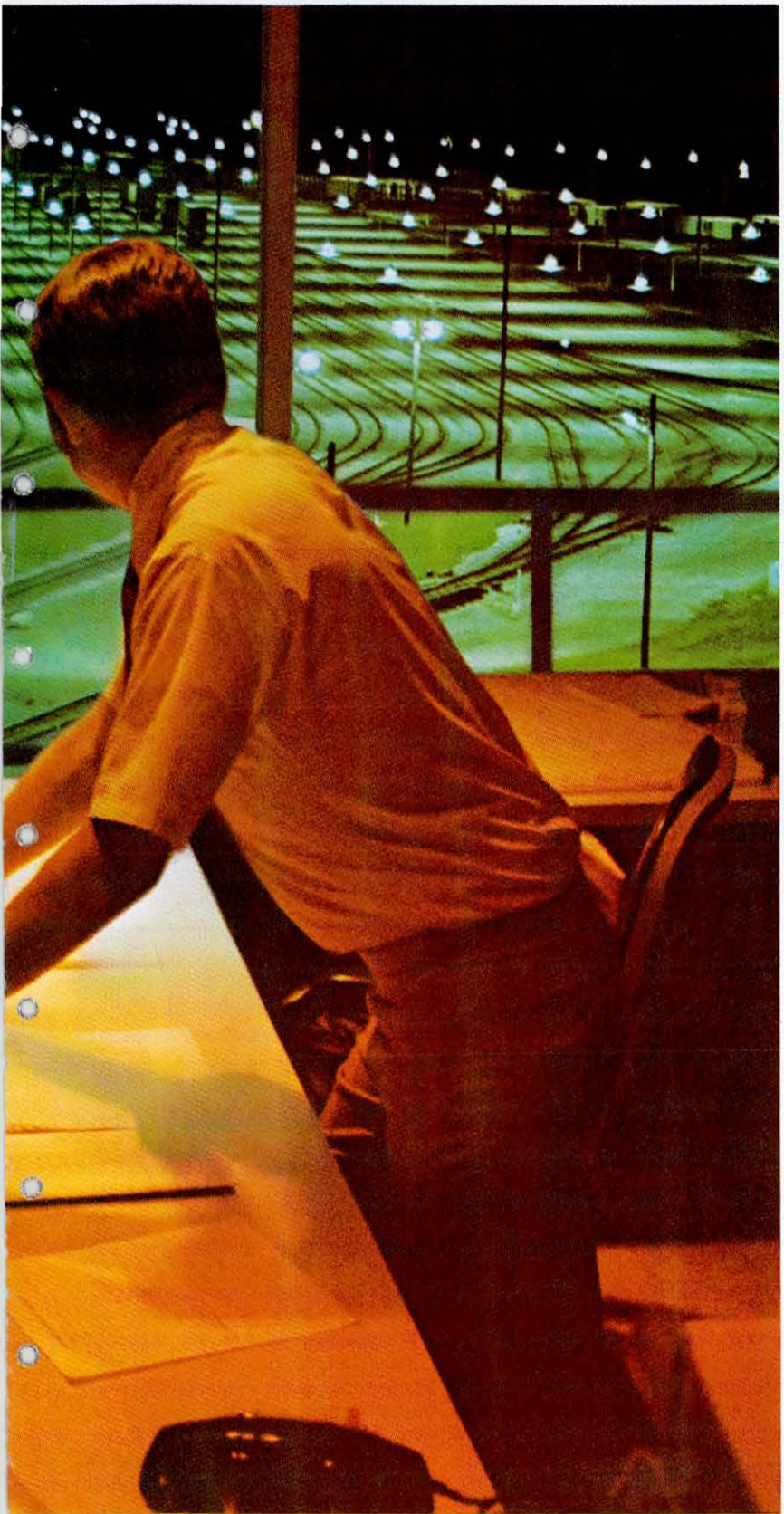
Our new railroad yard that tells 2,400 cars

has a computer where to go.



Sheffield Yard in northwestern Alabama is just one more example of Southern Railway at work in the growing South. Because this $15 million installation is one of the most modern and automatic railroad classification yards ever.

Even before a train arrives at Sheffield Yard, Southern's Atlanta Computer Headquarters has organized all freight cars according to destination. This information is then sent to Sheffield over 200 miles away.

There, another computer makes sure every freight car gets on the right track. This not only helps eliminate human error, but does the job in a fraction of the time.

All of this helps save time for shippers. And makes it possible for customers to improve product delivery and distribution.

The classification and routing of 2,400 cars a day is no small job. And throughout our system we average 80,000 a day. But Southern can meet that challenge at Sheffield Yard and other locations across the South. It's another way to *squeeze waste out of distribution.*

Southern Railway System, Washington, D.C.

SOUTHERN

THE RAILWAY SYSTEM THAT GIVES A GREEN LIGHT TO INNOVATIONS

Terminal efficiency: Technology and

By GUS WELTY, Senior Editor

To paraphrase St. Paul, if a railroad have plenteous freight cars and an A-1 locomotive fleet and have not superlative yard and terminal operations, it becomes as a tinkling cymbal—being hammered by irate shippers.

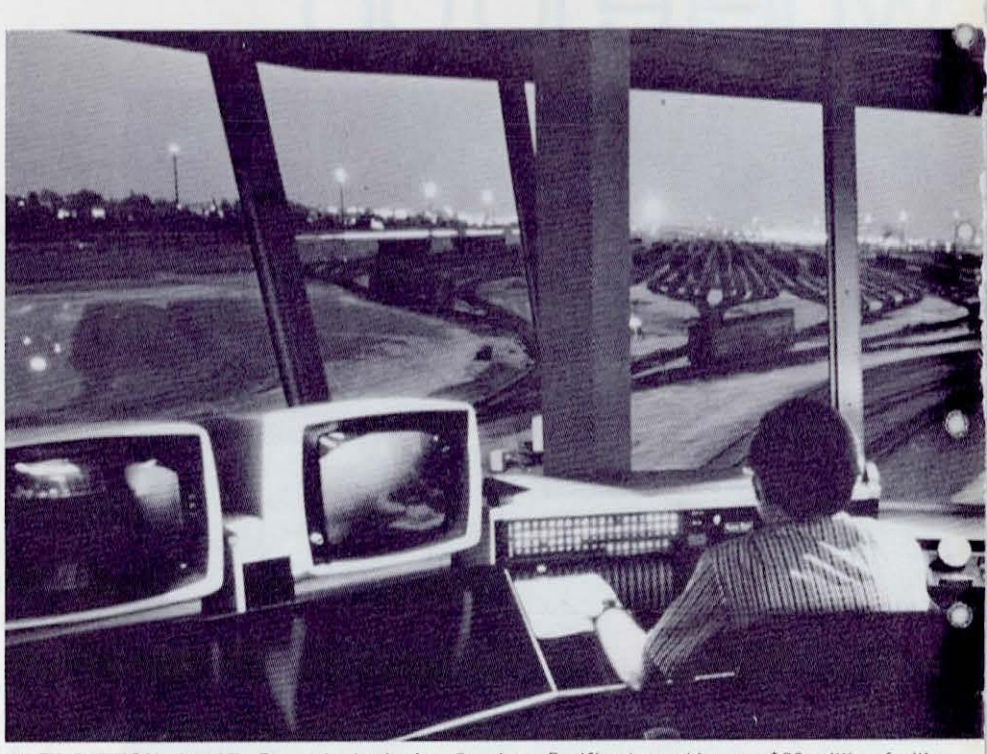
That's why major railroads have invested hundreds of millions of dollars—in just the past few years alone—in the best technology yet devised for taking in, sorting out and spewing forth the cars that move the freight. That's also why there's an unending search for better car-handling techniques that make the best possible use of the hardware.

Investment? Consider the current situation. Southern has placed Sheffield Yard into service: $15 million. Southern Pacific has West Colton Yard working: $39 million. Burlington Northern is well along with Northtown Yard: $40 million. Seaboard Coast Line plans major improvements at Waycross (Rice) Yard: $30 million. At least two other major yard projects are about to come off the drawing boards and head toward construction: $60 million to $70 million total.

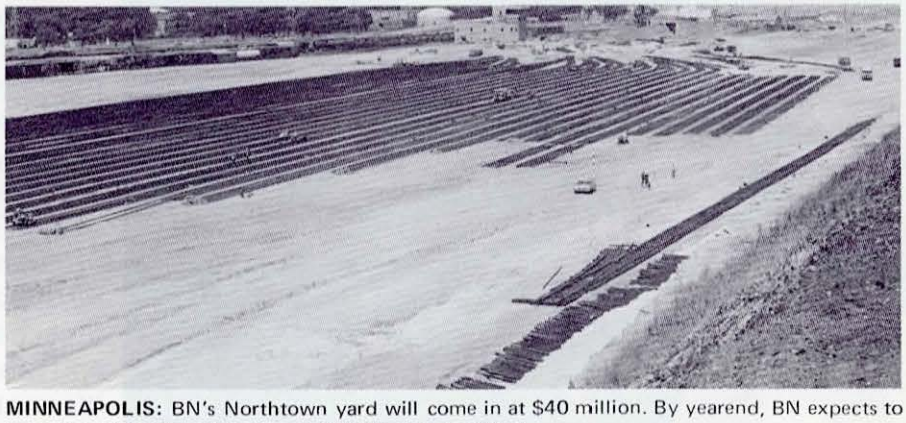
● **Investment's rising.** These are, essentially, 1973-and-future items. Together, they add up to almost $200 million. Then, crank in a few names from the "recent" book: Argentine, North Platte, North Kansas City, Alyth, Centennial, Calder, Roanoke, Bellevue, Eugene. The total goes up, quickly and sharply.

Technique? That's harder to get a handle on. For one thing, no two roads are alike in what they need. Geographic situations differ. So do traffic patterns. So, in many cases, do management philosophies as to the optimum way of getting loads from origin to destination and of getting empties from the unloading point to the next loading location.

A few roads have tried, some with the help of outside consultants, to take a giant step forward in the methodology of handling freight cars—even to the point of attempting to use the computer virtually as a decision-maker and instruction-giver right down to the most elementary moves which a crew might make. Results have been mixed—and in a couple of cases, such projects have been quietly filed away: Ultimate-technique implementation became either too expensive or too complex or both. Barring some kind of breakthrough, it seems now that improvements in car-classification technique will be coming in somewhat smaller steps which, taken together, may eventually stretch out to that giant step.



WEST COLTON, CALIF: From the beginning, Southern Pacific planned its new $39-million facility



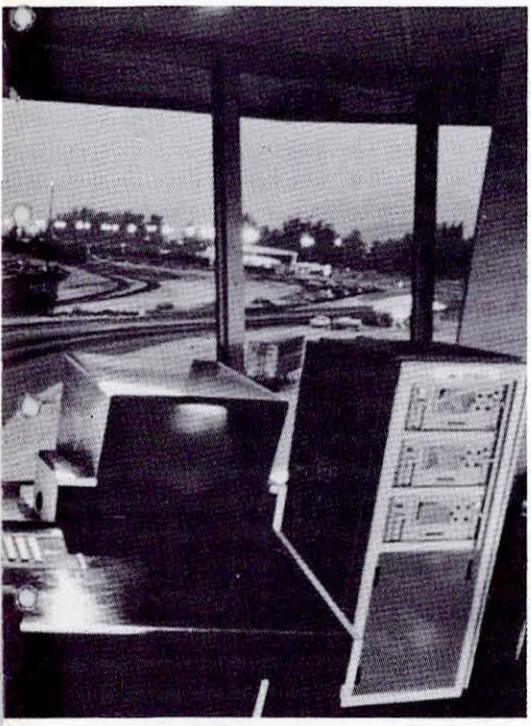
MINNEAPOLIS: BN's Northtown yard will come in at $40 million. By yearend, BN expects to have about 25 miles of track and 130 turnouts installed.

What are railroads, individually and collectively, getting from investment in technology and technique? Cynics would have you believe that they're getting bigger, fancier, more costly facilities in which to delay shipments. A lot closer to the truth would be an observation that they're getting a more reliable way of handling cars at lower over-all operating cost—if, of course, the planning for a new yard has taken fully into account its impact on operations systemwide.

● **Variations in approach.** This is one point where differing physical conditions and differing philosophies have a bearing. For instance, some roads want to classify at the first possible point and for the farthest possible point. Other roads may prefer to shoot traffic into a major terminal (which may be a long way from "first possible point") and sort it out there. Some roads will painstakingly block at one major class yard for the next major yard down the line. Other roads may choose to block at Yard A for points intermediate and random-dispatch cars for Yard B and beyond for classification at Yard B.

Whatever the precise method of operation, the operation itself has come a long way, in technological terms, from

technique



to be "world's most advanced."

WAYCROSS, GA. SCL Chairman W. Thomas Rice and "Miss Waycross" drive opening spike for $30-million yard expansion.

SHEFFIELD, ALA: Southern's $15-million yard, which opened in June, is already reducing operating pressure on yards at Birmingham, Chattanooga and Memphis.

what it was when earlier-day hump yards were built. What comes next? It is probably a tribute not only to yard planners but importantly to suppliers—companies such as WABCO and GRS and others involved in controls, computers and communications—that one top operating officer attacks the question with a frown and the frank observation, "I don't know what's next. The technology seems to be there today, to do the job that has to be done. The question, I guess, really is are we making the full use of that technology?"

From a couple of standpoints, a hard analysis would indicate that use is, in fact, something less than full. For example, much remains to be done before railroads will be getting the full potential benefits from automatic car identification. Car location and car distribution systems can stand still further refinement. And there are operating men who swear that the industry will never get full value from any of its major investments—freight cars, locomotives, terminal facilities—until the 24-hour per-diem cycle is scrapped and per diem is figured on smaller segments of a day. If railroads are really serious about improving freight-car utilization and making the most efficient use of expensive terminal installations, so the argument goes, then a way has to be found to spread out the pace of operations through each 24 hours and end the "pre-midnight per diem trot."

● **Look to Colton.** If a lot remins to be accomplished in making maximum use of assets, however, a lot has already been done. And the most current evidence is in California, where Southern Pacific a few weeks ago cut the ribbon for West Colton Yard.

SP has not hesitated to put the

Long-run steel for a short-run railroad.

How cars of USS COR-TEN Steel are taking the 50-fold wear of an automated unit train.

Thirty times a week, this unmanned train and its identical twin shuttle back and forth along the 15-mile Muskingum Electric Railroad, carrying coal for the Ohio Power Co.

At the unloading end of the trip, each of the cars automatically discharges 100 tons of coal in 14 seconds.

The cars have been operating in this punishing service for over four years. Ortner Freight Car Co., who made the cars, estimates that they endure the equivalent of 50 times the wear of an average coal hopper car in railroad revenue service.

USS COR-TEN A high-strength, low-alloy steel is used for everything the lading touches—except that the COR-TEN Steel slope sheets are lined with stainless steel.

COR-TEN A Steel is 40 per cent stronger than carbon steel. It shows far less corrosion loss, because it's five to eight times as resistant to atmospheric corrosion. And it gives up to twice the paint life.

USS COR-TEN A Steel forms a tight oxide coating on the unpainted surfaces inside these cars, and over scratches and breaks in the painted surfaces outside. It actually "heals" itself, to cut maintenance costs.

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USS TRI-TEN Steel, another of U.S. Steel's Family of Steels, is used for other highly stressed members, where corrosion resistance isn't so critical. It's strong and economical, so it helps cut both weight and costs.

We're supplying steel—and good advice—on a lot of other projects important to the railroads. If you'd like more information, contact your nearest U.S. Steel office or write U.S. Steel, Box 86, Dept. C111, Pittsburgh, Pa. 15230.

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USS **United States Steel**

Something new at West Colton: Direct tie-in of classification yard and departure yard

superlatives to work in describing the yard: It was planned from the beginning "to be the most advanced installation of its kind in the world today." At West Colton, "a highly trained management team and skilled personnel working with advanced computerized control systems and a unique new terminal design will handle more trains and freight cars safer and faster than any other rail terminal in the world."

West Colton does have a lot going for it. It has location, with quick access to the Los Angeles Basin area, a straight shot east through the Southwest to the Mississippi River gateways at New Orleans, St. Louis and Memphis, and a clear shot via the Palmdale-Colton cutoff to central and northern California and the Pacific Northwest. It has the latest in a long line of yard control systems from WABCO's Union Switch & Signal Division. It has its own full complement of computer equipment and direct links to TOPS in San Francisco. It has a number of innovations in terminal design philosophy, the most significant of which may be the direct tie-in of classification yard and departure yard in what SP calls a "key configuration." It has the capability to classify cars at a rate substantially higher than that which is possible at most other yards, anywhere.

● **Divided functions.** In the West Colton computer setup, SP has split its computers in function and geographically. Only the process control computers (one on-line, one in hot-standby) are located at the yard. This CCC, for Crest Control Computer system, performs no management-information. Its use is confined to switching, retardation control and diagnostics throughout its own system. Switch lists and other data are fed to CCC via microwave from San Francisco and in turn CCC feeds San Francisco inventory data as cars are switched. The management-information system at headquarters, in SP parlance, is TCC, for Terminal Control Computer. This system is located in the TOPS Computer Center and, of course, has links to both CCC and TOPS.

Essentially, the TCC system covers four basic elements. It receives advanced train consists and diversions from TOPS. It maintains a complete, up-to-the-minute inventory of the West Colton responsibility area, including locomotives, cabooses and cars spotted on industrial tracks in the West Colton District. It maintains a complete physical description of the trackage with track numbers and capacities in feet. It maintains decision logic and rules for basic operating procedures.

As SP puts it, "These four basic elements in a single coordinated system make possible a total approach to a controlled terminal environment. Although the computer is located at San Francisco, it will seem as if it is on-site to the people at West Colton. . . .Information is available instantly at all key points, and output can be tailored by the requester to fit his needs."

Importantly, too, SP says, "Because we will have accurate information on trains due to arrive and on yard track inventory, plus certain decision rules, we will be able to perform in-depth planning with the TCC system. Basically, the system will constantly scan advance incoming consists and terminal inventory and advise, in realtime, of the available traffic for all outbound schedules. If traffic builds up early, the planner may advance the call time of a train. Otherwise, the system will order the train on scheduled time and issue cresting sequence instructions to the crest yardmaster, based on decision rules following car-scheduling criteria. It will also assign cars to blocks, assign those blocks to trains and issue make-up instructions to the trim yardmaster. If outside events change and affect the plan, the system may be updated at that time and the plan rerun from that point.

● **Coming up. . .** Is West Colton's CCC/TCC system an ultimate for SP? Not really: "Many other capabilities will be available and are in the development stage for future use. Too, it should be pointed out that both the CCC and the TCC were not designed just as one-yard systems. They can and will be installed at other SP yards."

As for the configuration of the yard itself, "unique" is a strong word—but SP uses it in describing the combined class/departure yard. Down from the crest are two 24-track "keys" with the center four tracks of each key-group extended 9,800 feet into the departure-yard area. Road power can be coupled and trains can depart directly from these center tracks without interference with classification or with train makeup elsewhere in the departure yard. Also helping to speed departures should be use of an air test panel at the lead carman position in the trim tower. All that crews on the ground must do is couple air hoses and check piston travel. From the panel, the lead carman charges train lines and makes leakage and air tests.

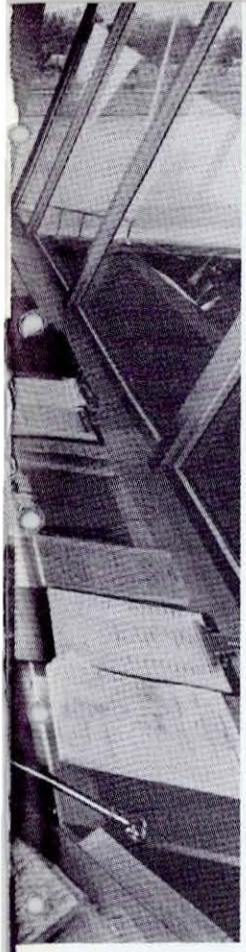
As complex as the technology may be, however, SP has not overlooked the technique angle—not only in such areas as long-distance blocking of trains but also in such matters as providing a good working environment and providing well-trained personnel.

SOPHISTICATED is the word for consoles at SP

● **The human element.** S.B. Burton, assistant vice president-personnel, summed it up at the recent meeting of the American Association of Railroad Superintendents: "We have tried to identify those human elements that will contribute to the best use of terminal plant and tools and, as was done with the physical and data systems, incorporate them into the yard design. We feel that environment and training are the two most important considerations from the standpoint of human elements. From the buildings to the toepaths, much thought and many added dollars have been designed into this element." Among the environmental features: All offices are carpeted and have been as soundproofed as possible. There's ample employee-parking space. Noise-pollution will be kept down because all skate retarders will be open as cars are being pulled; other retarders are fitted with ductile iron shoes.

As for personnel development and training, Burton notes, "Our management team, like the rest of the facility, has been put together with the total need in mind. All terminal disciplines will be represented in the staff, including mechanical, clerical, operating and administrative. Each officer will, in addition to his own specialty, be required to learn and share responsibility for the total operation."

The team itself consists of a terminal superintendent, a senior assistant and



control tower.

FREIGHT CARS roll down the classification hump at West Colton.

EXTENSIVE DIESEL-SERVICING facility is part of SP complex.

five assistant terminal superintendents—three of them with expertise in operations, one in mechanical and one in administration.

Like the data system, Burton says, "The management team is not designed for West Colton alone. It is designed to provide a terminal management system and talent pool which will be expanded to other terminals and assist in providing a unified approach to better terminal operations."

● **Stepped-up training.** Employee training has been in the works for well over a year, since SP named a district training officer at West Colton. The formal training schedule: Clerical forces, 45 hours of classroom instruction in the data system and procedures; yardmasters, 40 hours; herders, 24 hours; carmen, eight hours; engine foremen and switchmen, on-the-job training supplemented by videotape instruction.

As West Colton goes through its first months of operation, it's a safe bet that top operating people on other roads will be watching—because it's no real secret that not everybody is in total agreement with long-distance blocking theories, and not everybody is yet convinced that the class/departure "key" system will work as well as SP expects it to, or that the high degree of sophistication implied in the six-to-eight-cars-per-minute humping rate is really needed.

While Southern Pacific had a problem of one sort to solve and approached it with West Colton, Burlington Northern has been wrestling with a different problem, with a different cause—and Northtown Yard is its answer.

● **After the merger. . .** BN's problem was merger-created. With Great Northern, Northern Pacific and Burlington having a common point at Minneapolis/St. Paul, it came as no surprise that the Twin Cities terminal complex faced the most extensive post-merger change in operations of any area on the merged railroad. Within that terminal complex, there were 11 separate yards and more than 20 individual interchanges, and "it was readily obvious that there was a critical need for a centralized classification facility."

Northtown's class yard system will come from General Railway Signal, and the yard's operational philosophy will also differ somewhat from SP's.

Northtown will have a 63-track class yard—and its primary function will be the classification of cars for local industries and interchange within the Twin Cities area. Refined classifications will be done for major terminals in the Twin Cities Region. Classifications will also be made for such points as Galesburg, Ill., Chicago, Billings and Kansas City—but this blocking will be limited to cars from trains now terminating at the Twin Cities and/or to cars originating at the Twin Cities. Eastbound blocking from the Portland, Seattle and Billings Regions will still be done primarily at Gavin Yard, Minot, N.D., and most westbound classifications will be handled at Gavin Yard and/or at Hauser Yard, Spokane.

When Northtown is in full operation, some satellite switch areas will remain open. But BN is anticipating that remaining satellite yards will operate at a lower level of activity, with lower supervisory and control requirements. And what will Northtown mean to a speedup in operations? BN is now figuring that when the yard is completed, the average car will move through the terminal 18 hours faster.

Currently, construction is described as on schedule or a bit ahead. Grading and related work were set for a Sept. 1 completion. Also due for September completion was construction of the car-repair facility, hump tower and caboose service building.

While SP and BN can boast of the biggest yard projects just completed or under way, terminal improvement continues as a front-burner activity in all sections of the country—ranging from simple extensions of yard tracks all the way up to the multi-million-dollar projects, the biggest of which now coming up will apparently be SCL's $30 million investment at Waycross Yard. Just a few examples of the kind of work that has been going on:

—Frisco, over the past several years, has made improvements at hump yards at Memphis and Tulsa and has also worked out a rearrangement of facilities at its flat yard at Springfield, Mo.

—Norfolk & Western has applied electronic control to North Roanoke Yard, eastern hub of the system and a yard that's classifying about 2,100 cars a day.

—Southern has puts its $15-million Sheffield Yard to work, a facility that eventually will be classifying up to 2,400 cars a day. Except for run-throughs, all westbound traffic for Sheffield and beyond will be classified at Sheffield, as will eastbound traffic from Memphis and beyond. One immediate benefit from the new yard: reduced operating pressure on other Southern yards.

In some ways, terminal investment can involve some of the toughest decisions railroad management and railroad directors are called upon to make—because, for one thing, terminal investments involve real, here-and-now dollars: you can't finance a hump yard with an equipment trust. In some ways, too, terminal improvement can be chancy—because an improvement at one point can have effects elsewhere.

But, the investments are being made and more of them will be. At WABCO and GRS and elsewhere, the engineers continue to work—taking good technology and refining it still further. Just as important, operating techniques are now keeping pace with the technology. Both carrier and customer should be seeing the benefits. ■

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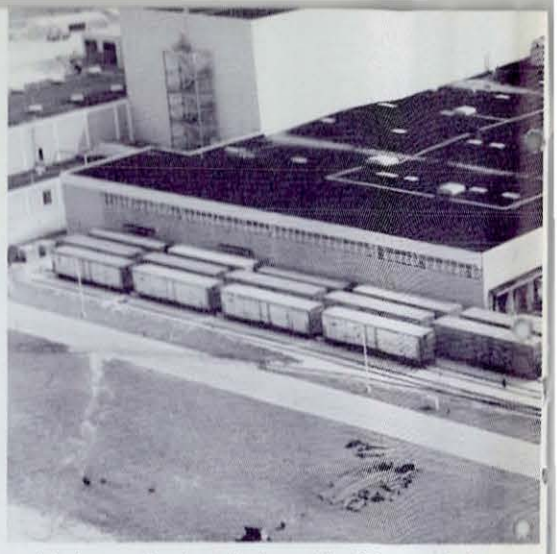


FAST-GROWING SOUTHEAST is fertile ground for ID workers. Plants of Seaboard Allied Milling and Anheuser-Busch at Jacksonville, Fla., are fruits

ID men face up to the environmental

By ROBERT W. MCKNIGHT,
Associate Editor

"EPA" and "OSHA" are becoming as familiar to industrial development men as the letters "ID."

Today, the industrial developer must know as much about the requirements of the Environmental Protection Agency and the Occupational Safety and Health Administration as he does about taxes, zoning regulations, public-utility and transportation services.

● **Self-help is a start.** The railroad industrial development man, no less than other ID men, will have to do his homework on environment, pollution control, land-use, and all the other new disciplines. And in many ways, this is largely a self-education process. As one ID director puts it, "Read a lot. Join a lot, such organizations as the Sierra Club, Audubon, Conservationist. Write a lot—to your Congressmen, local legislators. Attend a lot of meetings and talk to your customers, your clients and your local municipal leaders. Explain that help is available for improving the environment. Explain the techniques for getting help."

Examples of Federal grants and other financial assistance available in one field, for clean water, include:

—Grants for comprehensive basin planning.

—Training grants and research fellowships.

—Research, development and demonstration grants and contracts.

—State and interstate agency program grants.

—Grants for waste treatment works construction.

● **Role of the ID man.** In this context, the role of the ID man is changing. Certainly, he is no longer solely concerned with bringing in new or expanded industries regardless of the consequences. He has to take environmental impact into account. The new role of the industrial developer is described in a special report of the University of Missouri Office of Industrial Development Studies:

"On the larger and more general stage the industrial developer should urge his local, state and regional or national industrial development organization to present both sides of the pollution conflict. Such organizations should make available information that will give some balance to the biased picture presented by the less-responsible environmentalists.

"At the day-to-day working level, the industrial developer would seem generally qualified to assume the role of arbitrator or peacemaker. Obviously, this means that he should not automatically take the same position as the potential or existing manufacturer. Most ID men have a responsibility to the community as well as to the industrialist, and also an obligation to their employer.

"At the very least, each ID practitioner can ascertain (1) whether or not there exists an industry-community gap, (2) who, if anyone, will likely fill this gap, and (3) what, if anything, he can do to bridge the gap.

"ID people should endeavor to advise and assist in the development of regulations by attending hearings and conferences where pollution standards are discussed and established.

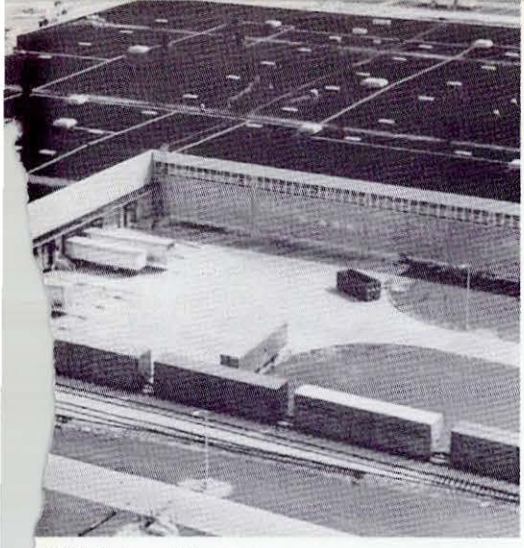
"The industrial developer also has an obligation to existing. . .industry, especially industry he helped locate. He should aid existing industry in fighting its legitimate battles with city hall or with overzealous environmentalists. Perhaps he can best aid by providing unbiased technical information.

"Regarding industrial prospects, the ID man certainly should provide interested companies with a copy of applicable laws and ordinances, explain how these ordinances are enforced and by what agencies, and describe the general political environment which influences the enactment and implementation of anti-pollution measures. Introducing pollution-control administrators to industrial prospects would also seem to be in order."

● **Railroads ready.** Fortunately, most railroad industrial development officers have a wealth of talent to call upon in the environmental area. Practically all major railroads now have environmental specialists, who may work under the operating, engineering or industrial development departments.

One large railroad, working with an industrial park developer has worked out land covenants and restrictions that spell out in detail standards for environmental performance. These include standards for clean water, noise, vibration, smoke and particulate matter, toxic matter, odorous matter, fire and explosion hazards and glare. These land-use restrictions run for 25 years; legal action can be taken for noncompliance.

Although at present railroads are involved with OSHA mainly in matters concerning their own operations, they may well be able to lend assistance to industries already served or those coming on-line. For example, some industries that have extensive industrial sidings which are crossed by in-plant roads have been cited by OSHA for not having highway grade-crossing protection devices. Here, a railroad's signal department could be of assistance in advising on how to protect such crossings. The railroad could actually install and maintain the crossing signals, provided, of course, a suitable agree-



of SCL's busy ID program.

challenge

ment could be worked out.

ID work also relates to the energy crisis—and here the concerted effort by government, private industry and individuals to solve the crisis, especially with respect to fuel oil and gasoline, has raised the hopes of industrial developers that for their customers and potential customers, the energy situation will improve. And for some, in fact, it has not been as bad as had been predicted. For one thing, considerable tonnages of low-sulphur coal are now being mined in western states for delivery to electric generating stations. Also, the various regulatory agencies have lifted restrictions upon exploration and drilling for gas and oil. As far as electric energy is concerned and even gas, the situation is spotty.

Concerns about the environment and the energy situation don't stop at the border. Canada is no less concerned, no less involved.

On the environmental side, one approach has been via the land-use plan in connection with the development of industrial parks. Larry MacIsaac, general manager of Canadian National's industrial development department and president of the Industrial Developers Association of Canada, puts it simply: "We find out what all the restraining factors are and incorporate them into the land-use plan." In this effort, CN makes good use of its regional ID people: "They're concerned as citizens of their communities, they have good local knowledge and they have the confidence of the people."

On the energy side, MacIsaac redefines the so-called energy "crisis" as "in reality more an energy dilemma. In fact, based on information now available, there is every indication that future energy supplies—hydro, nuclear and fossil fuel—will be more than enough to meet the Canadian demand."

Plant location scoreboard: Rails play a winning game

Estimates are that railroads in the U.S. and Canada attracted over 4,500 new or expanded industrial plants during 1972. These new facilities generated over $250 million in new annual revenue.

Boston & Maine gained over 4,000 additional carloads of freight on an annual basis resulting from 11 new industries locating on its lines in 1972. Three existing plants made expansions to their facilities. Activity so far this year is equal to or better than last year.

Burlington Northern industrial development activity held strong. Last year, 530 new industries located and constructed new facilities on BN lines and 284 firms already on-line expanded their operations. This represents about an 8% increase over 1971. Traffic potential from these new and expanded facilities is estimated at over $62 million in annual revenues. Revenue from sales and leases of real estate for BN increased by about 6% to $19.6 million last year. BN is also participating in a Seattle, Wash., air-rights development for the proposed Pacific Trade Center Building.

Canadian National's total for '72 was 480 new and expanded resource projects, manufacturing plants, warehousing and distribution facilities—which, it's estimated, will produce about $39 million annually in additional rail revenues. Interestingly, of the 480, 163 were served with new private sidings, 66 by siding extensions—and 251 required other types of rail service. New and extended sidings and industrial lead-track construction added up to installation of more than 68 miles of track. As for 1973 prospects, at the beginning of the year CN could count 253 major projects as active or under negotiation.

CP Rail's industrial development activity during 1972 became fully integrated with the marketing effort reflecting a change in organization which was initiated late in 1970. This is in step with an earlier move to give all regions greater autonomy in the major fields of activity directly related to running of the railway. The effect has been a marked reduction in the time formerly related to centralized control, increased flexibility and more effective response to customers. The coordinated marketing approach recognizes the industrialist's concern for industry efficiency that is the principal reason for the railway's involvement in industrial activity. CP Rail's particular and growing success in that field stems appreciably from its renown for outstanding transportation service, said a railway spokesman.

Chessie System expects nearly $13 million in additional freight business to flow from the 203 industrial facilities that were built or expanded on its lines last year. Representative of the new industries were a plant for Rubbermaid at Chillicothe, Ohio; a Chrysler parts depot at Richmond; an aluminum can manufacturing facility at Williamsburg, Va.; and a distribution center for Georgia-Pacific at Cincinnati. In 1973, five more major industries will go into production on Chessie System and are expected to bring in $8.7 million in annual revenues.

Chicago & North Western activity in the industrial development area continues at a strong pace, particularly during the first half of this year. The 136 new industries locating on C&NW last year should be topped by the 1973 performance, predicts a railroad spokesman.

Denver & Rio Grande Western reports that its industrial development activity is strong and new plants coming on line are about 10% ahead of last year. Activity is strong in the Salt Lake City area as well as in the Colorado front range area. Particularly helpful is the good energy situation resulting from an abundant supply of low-sulphur, steam generating coal in Utah. Also, extensive shale oil deposits in Colorado indicate that energy for D&RGW's territory is in satisfactory supply. Industrial growth over the past decade has been strong and is continuing, reports a D&RGW spokesman.

Erie Lackawanna industrial development activity in 1972 resulted in 45 new plants locating on line, eight existing plants expanding their facilities, and two industries finding temporary locations on EL lines. "An estimated $5.6 million in freight traffic revenues will be realized on an annual basis from these new and expanding plants," reports E.T. Butler, assistant vice-president, industrial development. When fully operational, these new and expanded plants will furnish an additional 2,200 jobs. Investment capital for these facilities came to $46.3 million.

Florida East Coast in 1972 reported 40 new industries located on FEC lines 20 other industries were expanded.

Frisco's traffic growth in part was

Penn Central, despite its problems, continues to attract new and expanded industries: 166 so far this year

attributable to 90 new plants and 19 plant expansions during 1972. Expansion by the Jos. Schlitz Brewing Co. at Memphis, Tenn. will bring its capacity up to six million barrels annually by 1974. Additional revenues for Frisco are estimated to be $4 million annually from this plant. Expansions by Weyerhaeuser Co. are also estimated to increase traffic substantially.

Grand Trunk Western attracted 24 new industries, representing capital investments of $15 million. Six customers expanded their facilities with capital investments of $55 million. A catalogue of all industrial sites available to GTW service was instituted for ready reference and promotion and a program to exchange present railroad real estate holdings for property more sutiable for industrial development was undertaken.

Illinois Central Gulf continued its strong industrial development activity. Some 120 new plants or expanded industrial facilities were located on ICG lines. Estimated revenues are $12 million annually from this activity.

Maine Central attracted 10 new plants or expansions in 1972. Kerr-american, Inc., Blue Hill, Me., began shipping zinc and copper concentrates in October 1972. Shipments will amount to 1,000 carloads a year from Bucksport, Me. Also, Cayuga Rock Salt Co. has located a distribution center at Corinna, and anticipates handling 5,000 to 6,000 tons a year of industrial salt by rail.

Milwaukee Road shows 64 new industries locating along its lines last year and 17 existing firms completing expansion programs. Included were major expansions of all of the privately-owned industrial districts served by Milwaukee in the metropolitan areas of Chicago, the Twin Cities and Seattle. As part of a Spokane, Wash., project for an international exposition in 1974, Milwaukee and UP donated Union Station to the city. As part of the agreement, Milwaukee obtained 6.6 acres of land adjacent to its automobile marshalling yard in East Spokane for expansion of that facility.

Missouri-Kansas-Texas will gain an estimated 10,000 additional carloads of freight from the 17 new industries that have located on its lines in the first seven months of this year. "Two of the country's largest glass plants are now under construction on MKT lines: Ford at Broken Arrow, Okla. (near Tulsa) and PPG Industries at Wichita Falls, Tex. They plan to be in operation in mid-1974," reports Frank J. Heiling, vice-president, sales and service.

During 1972, 51 new industries located on MKT, one plant relocated and nine plants found temporary locations. These industries produced over 5,000 additional carloads of freight for MKT.

Missouri Pacific continued its program of establishing industrial parks geared to the operations of light manufacturers and warehousers. Parks are located at San Antonio and Austin, Tex., Springfield, Mo., and Wichita, Kan. Other parks are in various stages of planning. All parks include paved streets plus utilities. Strict controls insure that firms locating in the parks meet environmental and aesthetic standards. During 1972, 188 new and expanded industries located along MP lines.

Norfolk & Western expects that 1973 will be the greatest industrial expansion year in the company's history. For the first six months of 1973, decisions have been reached to construst 63 new plants and to expand 31 existing facilities situated on N&W lines. This compares with total of 99 new or expanded facilities for all of 1972. "We anticipate these new facilities when completed, will generate annually about $18.7 million in additional freight revenues and about 44,000 more carloads of traffic for N&W," says James E. Carr, senior vice president-sales. Announced capital investment for the period will amount to $91.6 million. These new and expanded facilities will mean employment for about 5,800 persons across the 14 states served by the railroad. Of the new and expanded facilities, Virginia and Ohio shared the lead with 22 each. Other states were Missouri with 14, Indiana and Illinois each with 12, Michigan with five, North Carolina with four, West Virginia with two and Kentucky with one.

Norfolk Southern attracted 11 new industries last year, representing a total investment of approximately $4,318,000 in businesses such as transformer manufacturing, mobile homes manufacturing, grain storage, pulpwood yards, and storage and distribution warehouses. Industry expansions along NS involved investments of $33,620,000 in facilities in connection with phosphoric and sulphuric acid production, tire manufacturing, mobile home manufacturing, a textile plant, addition of a sawmill at a paper plant and increased warehousing and distribution.

Penn Central industrial development activity for the first six months of 1973 is about equal to last year. So far this year, 166 new or expanded plants are located on PC lines. "These new and larger plants, plus 38 temporary installations, are expected to provide PC with about 58,000 additional carloads, and 5,200 additional trailerloads of freight on an annual basis. This new business will generate about $20 million of additional revenue annually," says Pual Funkhouser, senior vice president-marketing and sales. The plants represent a capital investment of more than $827 million and will provide employment for over 6,100 persons when construction is completed.

In 1972 several hundred new plants located on PC lines or existing plants expanded their facilities. Estimated annual revenues of an additional $46 million are expected as a result of this industrail development activity. These new and expanded plants cost an estimated $439 million in capital investment and will provide for an additional 17,000 new jobs.

Rock Island attracted 123 new industries to its lines and 52 companies expanded their operations. Estimates are that these firms will invest $100.5 million for plant and equipment. RI sold 1,156 acres of surplus land, and about 515 acres of land adjacent to the right-of-way were acquired by private developers. Warehouse space was increased by 2.2 million square feet. Grain dealers upped their storage capacity by 8.7 million bushels.

Santa Fe industrial developers located 356 new industries which are to be served by the railway, assisted in the expansion of 137 plants and arranged for temporary site locations for 98 shippers. These new facilities, which represent an estimated $551 million in construction costs, will generate significant additional freight revenue, and with improved economic conditions in 1973, Santa Fe sees significant new industrial plant locations on its lines. In the commercial real estate area, Santa Fe is a 90% participant with Grubb & Ellis Development Co. in a joint venture to develop a 29-acre site on the Oakland Estuary in Oakland, Calif., into an apartment, office, retail shops and marina complex. Known as Portobello, it will cost about $2 million.

Seaboard Coast Line reports that 478 new industries located along "The Family Lines" and 188 existing industries expanded their operations. It is

estimated that these developments will ultimately bring combined annual revenues of $33.8 million.

Soo Line efforts to promote industrial development on-line resulted in 42 new industries locating their facilities on the railroad. An additional 32 industries expanded their plants during the year, providing the potential for expanded orginating and terminating traffic.

Southern's new industrial development briefing center (RA, Aug. 28, 1972, p.45) is proving a valuable aid to industrial site seekers. Industrial developments along Southern's lines showed an encouraging increase in 1972. During the year 98 new industries were established and 94 existing industries expanded. Total investment in these new and expanded facilities amounted to $464,786,000. When in full operation these projects are expected to create 10,622 new employment opportunities and produce $21,621,000 a year in added railway revenue. Capital investment in new and expanded plants showed a good geographical distribution as well as a wide diversification of industry and product line ranging from the handling of imported automobiles to the manufacture of polypropylene fabrics. Substantial gains were made in cement, chemicals, furniture and warehousing.

Southern Pacific industrial development activity continued strong in 1972, and resulted in a net gain of 436 carload-producing industries located on SP rail lines. One example is the new Ralston Purina pet food processing and distribution facility located on a 35-acre site in SP's industrial park near Reno.

Upland Industries Corp. is responsible for Union Pacific's real estate acquisition and development activities. During 1972, it is estimated that firms which selected sites on UP lines will ultimately produce annual freight revenues of more than $11.5 million. Among major projects of $2 million or more, announced for UP-served sites were: A pet food plant expansion at Topeka, Kan.; a carpet textile-dyeing facility at Carson-Dominquez Industrial Park near Los Angeles: a distribution center for audio equipment and home furnishings near Seattle, Wash.; a frozen foods warehouse at Laramie, Wyo.; wholesale grocery warehouse at Elwood, Kan.; a plastic-ware manufacturing and distribution facility at Jerome, Ida.; a prepared food products plant at Richmond, Utah; and a coal-fired steam electric plant east of Rock Springs, Wyo. ■

EACH MORNING at 8, Erie Lackawanna's management (above) sets up a conference telephone call with eight division superintendents. Operations of past 24 hours are reviewed in detail, with the result that operations in the next 24 are speeded up.

Conference phone calls help keep EL on time

Erie Lackawanna, headquartered at Cleveland, is using a voice communications system to improve both its New York commuter operation and freight service between New York and Chicago. The system has been so effective for the railway that, according to top management, it is a key ingredient in helping the railway to maintain its 96 per cent on-time performance for commuter trains.

Freight operations have been equally consistent since this system was installed. It works like this: Mornings at 8 a.m. operating officers and executives of other departments gather in the office of J.R. Neikirk, senior vice president. A conference telephone call is then set up between President G.W. Maxwell, Neikirk and the company's eight division superintendents throughout the system. Using a telephone with speakers located throughout the office, Neikirk's secretary calls each division head over a multi-point private line network so that when connected each can hear the other and review operations for the previous 24 hours. By means of speakers at each division headquarters the staff of each superintendent can also participate in the conference.

"A conference call is faster than writing letters and waiting for replies," comments Maxwell. "Voice transmission is even faster than a computer where you have to have input information and wait for printout response."

● **Rapid review.** During the daily conference call the railway's management reviews the movement of 22,000 freight cars, the interchanging of cars with other railroads, availability of power, crews and other pertinent matters.

"Before we contacted Ohio Bell Telephone to create this system for us," says Neikirk, "we would call each division superintendent, one at a time, for this kind of information. This became so time-consuming that we spent most of our work day on the telephone.

"Now, with one call, every division head knows the situation on every other division and how it relates to his operation. The conference lasts about an hour, and then we have the rest of the day to continue to refine operations. There is no question that this system has significantly improved our efficiency and operations."

By using this set-up, Erie Lackawanna has been able to eliminate a middle level of management common in most railroad operating departments, according to Maxwell. "Most railroads have three levels of management in operations—vice president of operations, general managers and division superintendents," he explains. "By using the telephone conference system, we have been able to eliminate our second level of management, the general managers. As a result we have developed a better and closer working relationship between the vice president and the division superintendents.

"Because the operating vice president conducts the morning conference call on a system basis—rather than man-to-man—we know the whole operational picture at one time. This is simply something we could not accomplish without this facility." ■

Piggyback's pluses outweigh minuses,

Larry W. Smith, traffic manager, Upjohn Co., Kalamazoo, Mich., is a piggyback customer with no complaints. Says Smith: "We have been most happy with the improved service and often much lower cost of using TOFC service."

James S. Mitchell, assistant general traffic and transportation manager, Coca-Cola USA, Atlanta, is another: "The ability to use scheduled, dependable service from point to point enables us to coordinate various combinations of private carriage and/or for-hire carriage at either or both ends of a movement and capitalize on the peculiar advantages of each mode of transportation."

Not all of the replies to Railway Age's TOFC/COFC traffic poll were as favorable to the carriers as those of Upjohn's Smith and Coca-Cola's Mitchell. There was a fair sprinkling of "no—no's" in reply to the opening pair of questions: (1) Do you like the way railroads are handling trailer-on-flat-car service? (2) Do you like the way railroads are handling container-on-flat-car service? Terminal delays and equipment shortages were the most frequently cited problems.

But generally speaking, for most shippers the cost/service advantages of TOFC/COFC clearly outweigh its occasional disappointments and frustrations.

● **More free time?** The overall tenor of the replies of 60 shippers participating in the Railway Age survey was perhaps best summed up in the comments of D.C. Warrington, manager-traffic, Amoco Oil Co., Chicago. Warrington likes TOFC/COFC and thinks the railroads are doing a pretty good job with it. But he also thinks there's room for improvement.

"We currently use Plan II on a limited basis for our packaged petroleum products as alternative transportation to rail carload," noted Warrington. "In our opinion the railroads could expand their trailer-on-flat-car tonnage during the current critical shortage of D.F. equipped box cars by offering shippers some incentives. For example, the free time allowed for loading and unloading is 24 hours with the lowest available rates based on loading two trailerloads per shipment. Although two-trailer tonnage approximates carload weight, the free time on box cars is 48 hours.

"We also use Plan III with our proprietary trailer fleet distributing packaged petroleum products direct to our dealers and customers. Our experience with this mode has shown operating problems".

Specifically, Warrington suggested that railroads:

"1. Maintain transit schedules on piggyback trains and prompt ramp handling of shippers' loaded and empty trailers.

"2. Minimize damage to customers' trailers while loading on and off flat cars."

● **"We are already on wheels."** The list of satisfied customers turned up by the Railway Age survey included the following:

D.E. Bacon, corporate traffic manager, R.R. Donnelly & Sons Co., Chicago: "The service is good—and we are already on wheels when we arrive at the destination city."

A.N. Wake, manager rates and tariffs, Allied Mills, Inc., Chicago: "We use containers-on-flat-cars in the shipment of dog food in export movements. This method of shipment is beneficial to all parties concerned. The product is loaded at our plant with our own labor. We are of the opinion that we are able to control the manner in which the containers are loaded, thereby insuring the arrival at destination with little or no damage. When shipments are forwarded to a dock or warehouse for 'stuffing' it has been our experience that much loss and damage and shortages occur."

> But equipment shortages and service failures still mar the picture for some users.

(To which R.E. Marsh, Allied Mills' traffic manager-special services, adds: "This is the only truly innovative field the railroads have fostered in recent times which offers shippers the flexibility of a motor-carrier operation, at competitive costs, without the necessity of building a lengthy lead time into the ordering process, which is usually requisite with rail service. The only area of concern is the periodic shortage of equipment for loading; this can be overcome by proper fleet expansion programs.")

H.R. Large, general traffic manager, American Cyanamid Co., Wayne, N.J.: "I have nothing to complain about."

Richard C. Devenney, general traffic manager, New Holland Division, Sperry Rand, New Holland, Pa.: "Our experience indicates that we have been getting consistently good service at reduced cost—an excellent combination!"

T.A. Glassmeyer, traffic manager, Andrew Jergens Co., Cincinnati: "Service is competitive with motor carriers and rates and charges are lower."

J. Robert Morton, vice president-corporate transportation, Combustion Engineering, Stamford, Conn.: "Service remains good. Level of rates remains satisfactory. Equipment is in good shape. The element of time in transit is most important and rails maintain the service in much better shape than regular car service."

R.J. LaVigne, traffic manager, Hiram Walker & Sons Ltd., Windsor, Ont.: "We use considerable amounts of both types of services and have found generally that transit times, security and cost are very adequate. There is minimal damage and/or loss."

B. Molnar, traffic specialist, Whitehall Laboratories, New York: "Whitehall uses several TOFC plans with good results. Some moves are almost exclusively TOFC. We would like to see additional mini-train rates."

D.L. DePaul, manager of transportation, Vulcan Materials Co., Birmingham, Ala.: "I like it: few claims—relatively fast transit time."

Walter K. Doutt, traffic analyst, Ball Corp., Muncie, Ind.: "Services are competitive in most instances with highway carriage, and the incidence of damage is much less than anticipated."

R.H. Heilman, corporate director transportation and distribution, A.O. Smith Corp., Milwaukee: "On the whole service for both TOFC and COFC has been good as far as we are concerned."

P.J. Sullivan, director of distribution, Gerber Products Co., Fremont, Mich.: "The carriers generally have been providing satisfactory service at competitive rates."

W.K. Cabot, general traffic manager, Johnson & Johnson, New Brunswick, N.J.: "We find TOFC service and costs generally satisfactory on some interplant shipments."

Henry M. Karel, director of distribution, Cleo Wrap Corp., Memphis: "The railroads are giving good service at exceptionally competitive rates."

L.L. Clabaugh, traffic manager, W.R. Grace & Co., Davison Chemical Division, Baltimore: "This new branch of the country's railroads has younger, more innovative and aggressive individuals managing it!"

Charles Dunnum, regional traffic manager, F.W. Woolworth Co., Minneapolis: "Service is good, rates are competitive. TOFC gives us good flexibility; also switching is much less of a problem."

Dana Throckmorton, traffic manager, Federal Warehouse Co., Peoria, Ill.: "Loads arriving at the yard are promptly unloaded, we are notified,

say shippers

deliveries are made to us or, in the case of Plan 2½, we are notified to pickup promptly."

D.C. Ward, director of transportation, Hoerner Waldorf Corp., St. Paul: "TOFC fits some of our distribution needs, and at lower cost than truckload service."

R.O. Gurrath, general traffic manager, Cutler Hammer Inc., Milwaukee: "Service has been very good."

R.J. Wagner, rate supervisor for Union Oil Co. of California: "Very good service."

● **The "no" vote.** Among those unhappy with TOFC/COFC, for one reason or another, were the following:

Harry W. Deck, director of transportation, Armstrong Cork Co., Lancaster, Pa.: "In recent months we have experienced many shortages of trailers, or, when the trailers are available, shortages of flatcars. Either way, the service that our company prides itself on is severely damaged. This is an especially sad commentary after all the work the railroads have done in promoting TOFC traffic and providing the trains to give good service. If you can't get the equipment to load or if you do get it and it sits at the ramp site because of the lack of flats, what is your next move?"

Stanley Parker, traffic manager, Pacific Lumber Co., Scotia, Calif.: Carriers seem indifferent to expanding container movements. Forest products are moving in containers to West Indies and North European destinations. The potential for rail haul to Gulf or Atlantic ports has not been investigated."

Phillip T. Catalano, manager of traffic and distribution, Steelcase, Inc., Grand Rapids, Mich.: "Our service has been terrible during the past three months. We think the shortage of flat cars and trailers has caused this. Our claim problems with TOFC are also on the increase. We are looking to contract and private trucking to solve our problems."

Charles F. Hardy, traffic manager, American Tobacco Co., Richmond Va.: "The only piggyback service that we could use to advantage is Plan 2½. Under this plan it is virtually impossible to establish liability in case of loss or damage. If the railroads chose to correct this situation we would use this service extensively."

J.J. D'Arcy, general traffic manager, Congoleum Industries, Inc., Kearny, N.J.: "Service has not been dependable. Damage has been unusually high." ■

AUGUST TRAFFIC POLL

1. Do you like the way railroads are handling trailer-on-flat-car service?
   Yes. . .34 No. . .16

2. Do you like the way railroads are handling container-on-flat-car service?
   Yes. . .23 No. . .13

3. What's right—and what's wrong—with these services?
   (For replies see text.)

"Rail carriers should realize that their competition is the motor carrier, and not each other"

I am a strong proponent of piggybacking, and, by way of illustration, my current employer made no piggyback shipments to speak of in 1969; whereas, in 1970, the first full year that I was with them, we shipped approximately 500 piggyback trailers.

It was at our request that both the Penn Central and the Louisville and Nashville Railroads opened piggyback ramp operations at Danville, Illinois.

In August of 1972, we undertook a program of converting shipments of 10,000 pounds and over to piggyback service, instead of motor carrier service. Many of our customers order in quantities between 10,000 and 25,000 pounds. Our own research and analysis indicated that considerable cost savings would accrue using Plan 2½ Service.

Regrettably, we had little help from the participating rail carriers in setting up this program. The rate search, etc. was done entirely on our own, and the development of appropriate schedules was done in part by us, only after bringing to the attention of the rail carriers the inadequacy of existing schedules.

The rail carriers still have no uniform marketing program in relation to TOFC service. They are not making calls based on any attempt to secure tonnage moving via competitive modes, but rather to obtain tonnage moving via another rail carrier.

Further, the rail carriers are extremely slow in any rate making efforts which would allow them, in some instances, to secure substantial tonnages from competitive modes through a rate adjustment. When a rate adjustment was finally published, it was far different than what we requested and may very well no longer allow us to take the action originally planned. The disappointing part is that I held conversations with the affected rail carriers, furnished them with six months worth of our past bills of lading, explained in detail the operation, and the necessity for publishing the rate at the level originally proposed.

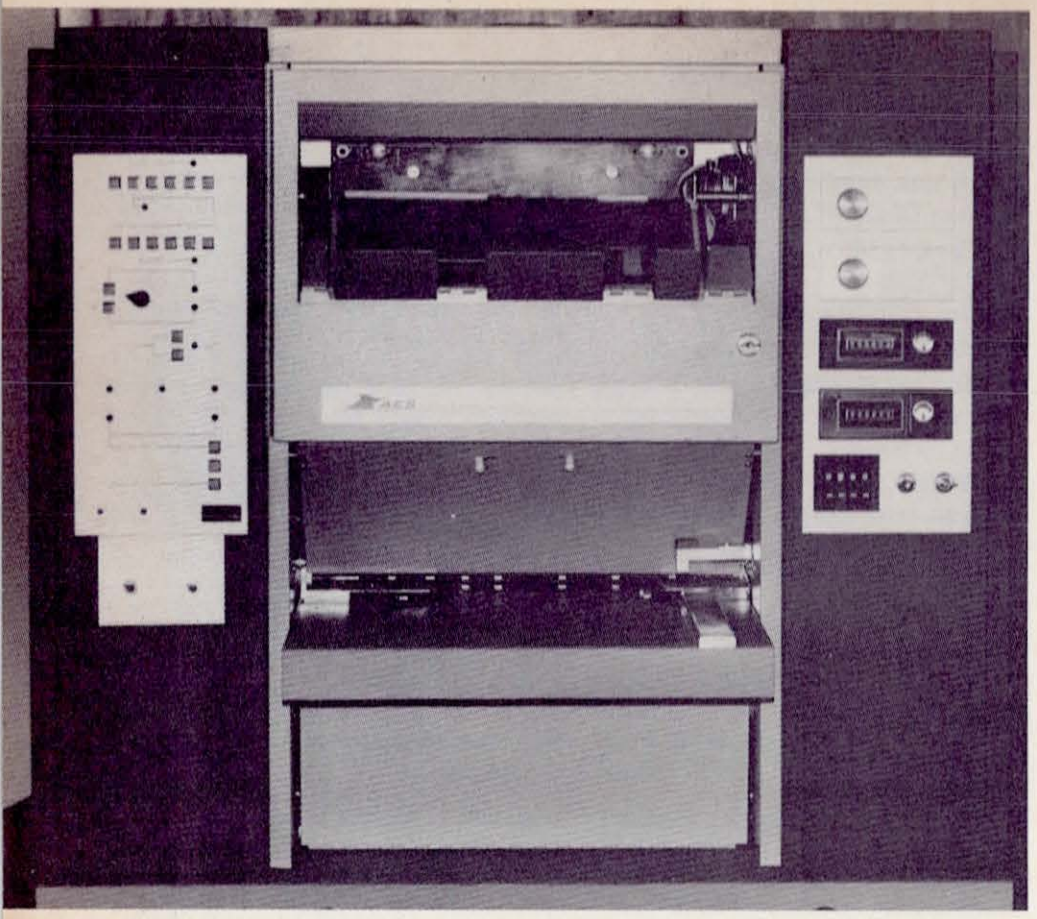
The rail carriers have yet to seem to realize the true potential . . . .

We continue to experience service problems with the rail carriers, and, despite repeatedly bringing these to their attention, find that the corrections are not normally being made as timely as possible. A correction will be made, it will last for a week or two, and then revert back to the previous unsatisfactory level. The rail carriers should realize that their competition is the motor carrier and not each other. Their service must be structured, so as to allow them to compete in transit time standards with the motor carriers.

I strongly would recommend that the rail carriers give serious thought to creating separate piggyback departments uniformly, as a few of the lines have already done. The mixing of piggyback traffic and general merchandise traffic should be discouraged, so as to allow piggyback service to move at speeds consistent with the requirements of the customers.

Worries over diversion from boxcar to piggyback are groundless, and the main thrust of the rail marketing arms should be to compete with the motor carriers.

—W.L. Weart
Corporate Traffic Manager
Tee-Pak, Inc., Chicago



EIGHT Checkmate 700 units have been acquired by PC for preparation of customer invoices.

PC has automated invoice preparation

Penn Central's Customer Accounting Center in Philadelphia has automated the conversion of waybills into customer invoices. Key to this change, which has reduced both turnaround time and labor costs, is a new machine developed by AES Technology Systems. The AES machine is a modification of the Checkmate 700 used by many banks to handle large daily flows of checks. In its original form it expedites check handling, performing up to a dozen functions per second.

"We have been totally dependent on the AES machines to process an average daily chargeable of $1.8 million for two months," reports Luther Hoover, PC's manager of customer accounting. "We couldn't be happier with our processing."

Two of the AES units and two operators are now doing work formerly done by five operators using seven pieces of equipment. Much of the older equipment has been released for disposition.

"Each of the processes we were using required half the time of additional employees to separate copies returned to the agent for station records and to hand stamp 'original' on the freight bill sent to the patron," explains Hoover.

PC leases the AES equipment at costs competitive with those charged for the previously used equipment. With a simple feeding of each original bill, previously placed in sequential numerical order, the new equipment does the following: —Applies sequence numbers in ascending number order and a date to the original document. —Prepares masked freight bill and copies, with the first endorsed "original" and all others endorsed "copy;" the operator pre-selects the number for the patron and the number for the agent and the machine sorts them in separate receiving trays. —Simultaneously with the first freight bill, a 3M microfilm camera photographs the original document with the sequence number and date recorded; the mask appearing on the freight bill also appears on the microfilm copy with the "original" or "copy" endorsement.

Simplified copying. The handling and copying of the original waybill is never an easy one, according to Hoover. "From some that have about as much body as a wet piece of toilet paper, to others that have good bond paper, from pink through white to green with very light typing and stamps or endorsements in red, blue and black ink, and even pencil. None of these present any problems with the AES equipment. "Another benefit which we hadn't counted on is a change in programming that will permit us to predetermine the sequence number so we will be able to advance our mailing and reduce our turnaround by one day."

Recently PC came under fire for its "sloppy" collection practices for accounts receivable, a charge made by Sen. Vance Hartke (D.-Ind.) and supported by ICC Chairman George M. Stafford. Stafford noted that PC's slow collection of revenue outstanding, several days longer than that of other major lines, had tended to reduce its cash position by $27.5 million. He did concede that certain large customers are "offsetting" amounts owed them by the pre-bankruptcy PC by reducing payments against amounts they currently owe the railroad. This is contrary to court orders.

William R. Divine, vice president-finance and accounting of PC, says that the ICC charges are unfounded in fact. He noted that the road has annual freight billings of about $2 billion and accounts receivable have dropped nearly $18 million since the first of this year, despite increased business. "Penn Central's current collection rate," said Divine, "is comparable with other railroads."

He added that PC has been successful in reducing its accounts receivable—currently collecting accounts in 13.0 business days, compared with 15.8 in early 1973 and 17.6 in 1972. "Amounts marked as "offset or disputable" are, for obvious reasons, not included in these calculations and adequate reserves for them have been established in PC's accounts, according to Divine.

New Products Report

Electric tool secures piggyback trailers

A loading tool to speed trailer hitch anchoring or loosing is electrically powered. Two versions of this Thor unit are available—Model EN-PB-75 with adjustable slip clutch and Model EN-PB-76 with circuit breaker instead of clutch. Features of both include long switch handle to give operator leverage for controlling tool torque, 1-in. male square drive, reversible side switch handle with locking pin and heavy-duty ball bearings. The unit will elevate, anchor or loosen trailer hitches on flat cars.

Circle 60 on reader service card

Hopper car unloader has been redesigned

The Carhoe HD from Albert Products has been improved to give even more working pressure. Built on the principle of a giant arm, Carhoe was developed to get materials such as coal from open-top hoppers even when they are packed or frozen so they stick in the car. The tripod tower is installed as close to the center of the car as possible. The operator sits in a padded seat with back rest and seat belt directly over the unloading process. About 5 tons of downward pressure is developed under finger-tip control, opening a hole over the hopper opening. The load can then be shoved through. A 7½-hp motor powers all of the unit's four cylinders.

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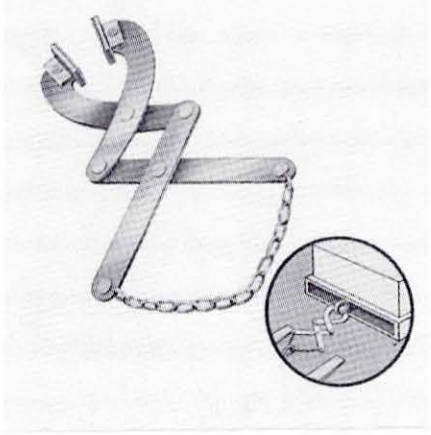

One man can manipulate heavy pallets, crates

The Pallet Grabber, developed by Rampmaster, makes it easy to pull or rotate loaded pallets and slide heavy crates. The device will hang to loads when manipulated by a winch, or fork-lift and readily pull pallets to or through car doors. The scissor design produces a variable grip which releases automatically. The pallet grabber is made of high-strength steel and will pull more than 4,000 lb, making car unloading a one-man operation.

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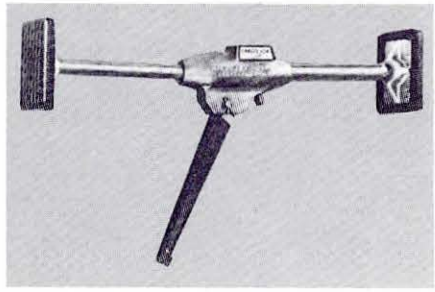

Load securement features heavy-duty friction jack

A line of heavy-duty Cargo-lok load securing devices are designed for use in trailers and freight cars. The nine models, according to S&H Industries, all feature a heavy-duty jack, five precision-ground alloy friction plates and fatigue-proof inner steel rods. Because there are no teeth, the Cargo-lok can be

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8/27/73

adjusted a fraction of an inch to obtain proper pressure. In conjunction with Cargo-loks, special hoops can be utilized to produce "instant bulkheads" for separating loads.

Circle 63 on reader service card

Laminate car flooring is installed quickly

A splinter- and chip-resistant industrial laminate, Benelex 401, has been used to restore the floor of a car in appliance service. The Masonite Corp. hardwood laminate had panel edges bullnosed to insure even butt jointing and the pre-cut panels were sanded on the bottom to assure that a neoprene-based adhesive would bond them positively with the original hardwood flooring. Installation of the 3/8-in. panels took 6 hours, a substantial reduction in time needed to lay a complete new tongue-and-groove hardwood floor. While the original flooring had splintered after its first few years of service, it is expected the laminate will last the life of the car.

Circle 64 on reader service card

Notes feature caboose scenes

A gift box of a dozen 3½- by 5-inch note folders features an assortment of three colorful caboose scenes by Artist Howard Fogg. The Train Cards N33-Caboose assortment includes also 12 high-quality white envelopes. Price, $1.50, plus 45 cents postage.

Circle 65 on reader service card

Expanded computer power available in Nova line

Nova 840 is an upward compatible, expanded version of Nova 800 computer series. This Data General computer has a built-in memory management and protection unit that allows expansion of main memory to 128K 16-bit words, provides memory mapping in 1K word blocks, incorporates I/O device protection and write and validity protection for main memories.

Nova 840 permits dual programming operations that allow two users to operate independently and fully protected from each other.

A large scale Nova 840-based system, equipped with extended main memory, auxiliary disc or magnetic tape memory, and terminal devices, will be used in dual programming applications in industrial process control. Typical applications include controlling an on-line process in the foreground, while management information is gathered, or new programs are written in the background.

Circle 66 on reader service card

Multiplex is for long-haul systems

The Northern Telecom MA-5B is a reliable frequency division multiplex for use on long distance coaxial or radio circuits. It is available in standard system packages, with ultimate capacities starting from 24 channels. The packaging density of the solid-state modules is so high that a complete 720 channel terminal, including 6-wire VF patch jacks and out-of-band signaling, requires only five 11½-ft bays, occupying less than ten square feet of floor space. Using MJ-1 master group equipment, the capacity of this terminal can be extended to 1320 channels by the addition of three bays. Three sizes of bays may be used for mounting MA-5B equipment, 7 ft, 9 ft and 11½ ft, depending on the size of the system and the customer's preference.

Circle 67 on reader service card

Unit converts 8-level ASCII to 5-level Baudot

The CC 1038MR code converter reads 8-level ASCII perforated tapes and provides a serial 5-level Baudot output. Another Nationwide Electronic Systems model, the CC 1035MR, converts 5-level tapes to serial 8-level ASCII. The code converters include mechanical tape reader, all translating circuitry, and a unique output circuit for constant current or switch output. The converters can be used to drive tape perforators, teletypewriters, or communications systems.

Circle 68 on reader service card

NEW LITERATURE

FOAM RESINS. Engineering structural foam resins are discussed in a brochure from General Electric's Plastics Business Department. The 19-page brochure describes all phases of a new product line for the structural foam molding process which allows large, rigid parts to be fabricated economically.

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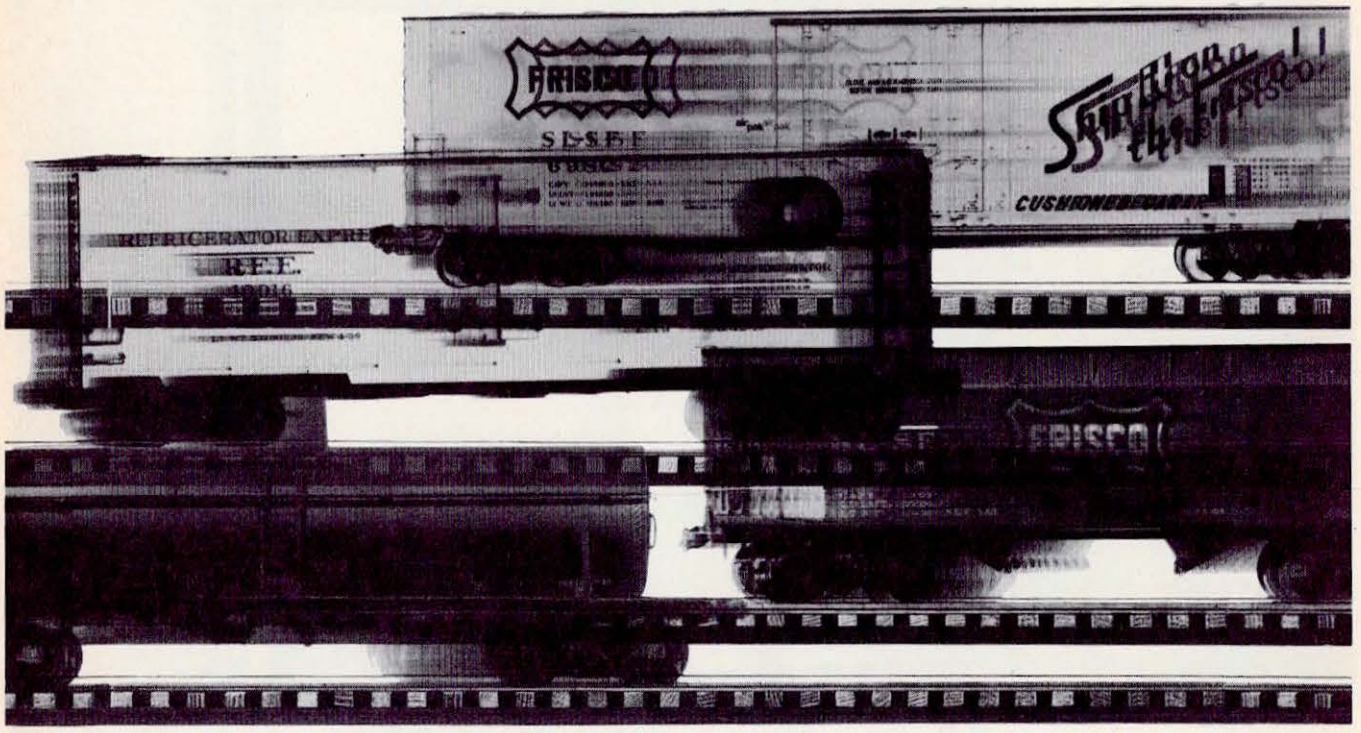

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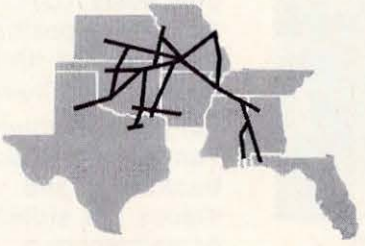

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Circle 13 on coupon page 37

Market Outlook

CARLOADINGS

Loadings of revenue freight in the week ended Aug. 4 totaled 539,979 cars, according to the Association of American Railroads. This was an increase of 4,978 cars, or 0.9%, compared with the previous week, and an increase of 32,545 cars, or 6.4%, compared with the corresponding week last year. Ton-miles generated by carloadings in the week ended Aug. 4 are estimated at 16.1 billion, an increase of 9.3% above the corresponding week of 1972.

REVENUE FREIGHT CARLOADINGS

Commodity	Aug. 4 week	July 28 week
Grain	36,264	35,510
Farm products	8,112	8,242
Metallic ores	46,955	46,089
Coal	91,894	91,205
Crushed stone, gravel & sand	33,171	31,715
Nonmetallic minerals	15,397	16,932
Grain mill products	20,473	20,141
Food and kindred products	22,558	21,645
Primary forest products	24,364	24,618
Lumber & wood products (except furniture)	17,334	17,425
Pulp, paper & allied products	23,264	23,177
Chemicals & allied products	25,937	25,489
Petroleum products	9,745	9,438
Stone, clay & glass products	21,441	22,739
Coke	8,569	7,876
Metals & products	27,169	27,053
Motor vehicles & equipment	17,695	18,383
Waste & scrap materials	15,186	15,393
Forwarder & shipper assn. traffic	10,336	10,052
All other carloads	63,582	60,482
LCL traffic	533	555
Total cars loaded	**539,979**	**534,614**
Cumulative total, 31 weeks	1973	1972
	16,062,742	15,163,373
Estimated revenue ton-miles (billions) 31 weeks	492.8	454.2

PIGGYBACK LOADINGS

U.S. piggyback loadings for the week ended July 28 totaled 28,673 cars (14.2% above the corresponding week last year) and 50,030 trailers or containers (up 16.8% from 1972). Cumulative volume for the first 30 weeks of 1973 is 866,222 cars (up 17.8% from last year) and 1,496,333 trailers or containers (up 21.4% from 1972).

IN CANADA

7 days ending	Tons of Revenue Freight	Cumulative Totals
July 21, 1973	5,264,991	132,786,726
July 21, 1972	3,708,531	113,730,069

● *Denver & Rio Grande Western.*—Has announced placing of orders for 572 freight cars costing $14 million to be delivered by the second quarter of 1974. Included are 70 100-ton covered hoppers; 115 100-ton open-top hoppers; 150 60-foot, 100-ton insulated box cars; 150 50-foot, 100-ton insulated box cars and 17 Stac-Pac containers.

● *General Motors Interamerica.*—Has received an order for 24 eight-axle DDM45 locomotives to be delivered to Campanhia Vale do Rio Doce, a Brazilian mining company. Electro-Motive will build the units in 1974.

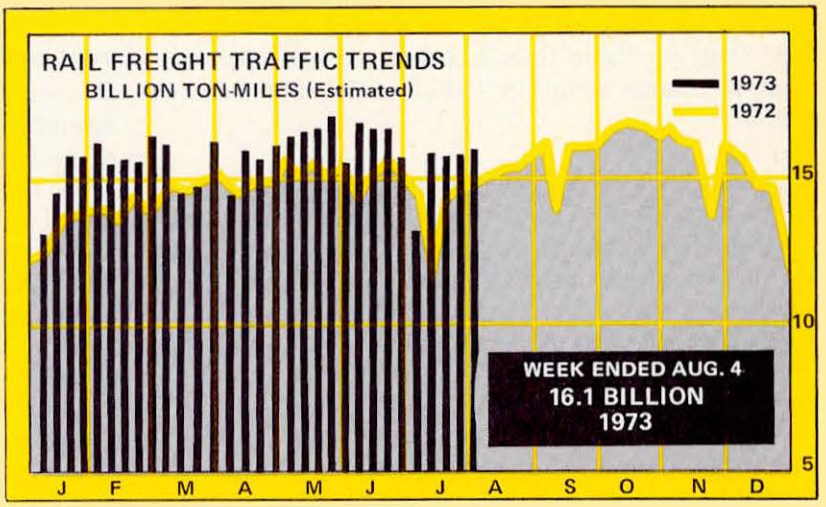
● *Grand Trunk Western.*—Awarded Motorola Communications & Electronics a 13-hop addition to its existing microwave system costing almost $1 million. This turnkey installation, replacing much of GTW line wire, will complete the new communications network from end to end of GTW and is to be in service in the spring of 1974.

● *Louisville & Nashville.*—Ordered 500 100-ton open-top hopper cars from Bethlehem Steel at a cost of $9.4 million with delivery to begin early in 1974. L&N has also undertaken $10 million in fixed property improvements—expansion of classification yards at Birmingham and Atlanta and extension of main-line passing tracks at five points in three states.

● *MLW-Worthington.*—Has received orders for 25 locomotives costing $12.5 million from Empresa Nacional de Ferrocarriles del Peru. There will be 15 2600-hp, 5 1350-hp, and 5 1050-hp units to be delivered in the first half of 1974.

● *North American Car.*—Ordered 200 66-ft bulkhead flat cars, valued at more than $4.5 million, from Marine Industries (Railway Cars) Limited, for lease by North American's Canadian subsidiary. The cars, scheduled for fourth-quarter delivery, will be made available to the Canadian forest-products industry.

● *Trailer Train.*—Has placed orders for 603 flat cars costing $13.5 million with Bethlehem Steel, Pullman-Standard and Thrall Car. There will be 398 cars for auto rack service and 205 specialized cars for construction materials and agricultural machinery. The latest acquisitions will bring the TTX fleet to almost 69,000 cars.



Source: Association of American Railroads

Moving Freight

MINI-BRIDGE WINS A ROUND IN COURT

Twelve Atlantic and Gulf ports which want to halt coast-to-coast movement of containers by rail mini-bridge have been rebuffed in a U.S. District Court in Philadelphia. Judge C.C. Newcomer refused to issue a preliminary injunction against steamship operators using the rail service. He did suggest expeditious handling of the issue by the Federal Maritime Commission, which is now studying the port officials' complaint that mini-bridge is an illegal diversion of traffic. The plaintiff ports contend that mini-bridge is costing them around $100 million a year in lost revenues.

EL HAS "SALESMAN OF THE MONTH"

A "salesman of the month" award has been established by Erie Lackawanna to further its program for developing new business. Primary consideration for the award is the generation of business not previously moved on EL, but the competitive nature of the traffic, gross and net revenue, rate action required to obtain the business and availability of adequate equipment are also considered. In addition to the monthly award, there will also be a "salesman of the year" on EL.

TANK CAR EXPLODED IN TEST

The mushroom cloud that formed over the White Sands Missile Range in New Mexico July 28 did not come from a detonated atomic bomb but from an exploding 33,000-gallon tank car containing LPG. The tank car was the first of full size to undergo fire testing as part of the Railroad Tank Car Safety Research and Test Project sponsored by the AAR and the RPI. A second fire test, involving a full-size car protected by a newly developed thermal shield system and also containing LPG, is scheduled for the missile range within the next few weeks. Earlier, fire tests were conducted on the site using 1/5-scale tank cars. Data on these tests is being retrieved for the AAR/RPI study group by Ballistics Research Laboratories.

PC MOVES TO IMPROVE OHIO SERVICE

Penn Central is seeking authority to modernize and improve freight agency service to its Ohio customers by implementing a FACTerminal program. The program provides for centralization of all freight agency paperwork at high-speed FACTerminals which supervise field terminals; the latter, in turn, service local freight customers with traveling representatives. "The main advantages of this new system," says George M. Casady, PC director-stations, "will be improved customer service through better utilization of manpower and more accurate and efficient record keeping." Customers will be able to contact PC field terminals by calling toll-free "Enterprise" phone numbers. When field terminals are closed, calls will be automatically switched to FACTerminals. If authority is received from the Ohio Public Utilities Commission, PC says, its customers in that state will receive seven-day-a-week, around-the-clock service.

APA LOOKS FOR BOX CARS, USES MORE TRAILERS

A weekly box car supply report is now being received from individual mills by the American Plywood Association to assist in forecasting transportation requirements. While individual reports will be confidential, forecasts will be issued on a regional basis. "Information will be sought on use of motor carriers for plywood shipments," reports Clifford R. Ellenwood, manager of transportation services for APA. "Motor carrier transportation is being used increasingly by all segments of industry and better statistics are need to improve our contacts with the Interstate Commerce Commission."

GRAIN-LOADING BOOM CONTINUES

July was another tremendous month for grain loadings, judging from reports from two of the nation's biggest grain-hauling railroads, Burlington Northern and Santa Fe. BN loaded 81.5 million bushels of grain, up 39% from loadings in July 1972; Santa Fe loaded about 62 million bushels, up 89% from the year-earlier month's loadings. Both roads see record-high grain traffic for the year. In '72, BN hauled 778.5 million bushels, but for the first seven months of 1973 it's showing a 42% increase over the same period a year ago. As for Santa Fe, "There is every indication that this will be a record year for the volume of grain transported."

TWO NEW PLANTS FOR GM

General Motors will be increasing its motor-vehicle assembly capacity by about 8% over the next couple of years, with new plants at Memphis and Oklahoma City. At Memphis, GM expects to be in business in 1975, assembling truck chassis and utility vehicles in a 1.2-million-square-foot plant formerly used by RCA. At Oklahoma City, GM will build a 3.1-million-square-foot facility for assembly of automobiles ranging in size from compact to standard, with production startup scheduled for 1976. Production capacity of the new plants, it's reported, will be about 500,000 units annually. The Oklahoma City plant will be served by Santa Fe, the Memphis facility by Frisco.

People in the News

BESSEMER & LAKE ERIE.—William C. Leiper appointed assistant general counsel, Pittsburgh, Pa. Mr. Leiper was formerly general attorney—reorganization, **Penn Central.**

BURLINGTON NORTHERN.—J.C. Weiland, director, industrial development, appointed assistant vice president, industrial development and property management, St. Paul. **D.R. Hamm** succeeds Mr. Weiland. **H.D. Hayman** named director, property management.

F.D. Larson appointed assistant to vice president, operations and **T.R. Hackney,** director, operations planning, **S.W. Holliday** named assistant to vice president, labor relations and **W.C. Sheak** becomes director, labor relations. **R.V. Jabens** appointed assistant general superintendent of transportation. All the above will have headquarters in St. Paul.

CHICAGO & NORTH WESTERN.—Jerry M. Drager, assistant division manager-administration, Boone, Iowa, named assistant division manager-transportation, Central division. **Gordon E. Montgomery,** manager of rules and safety training, training and development department, Chicago, appointed manager of rules. **Richard P. Hoffman,** assistant to general manager, appointed assistant division manager-administration, Iowa division.

John S. Bart, supervisor of budgets and government reports, named manager-program planning.

Ronald A. Kless, assistant division manager-mechanical, Missouri division, transferred to the Wisconsin division with headquarters in Butler Yard near Milwaukee.

L.F. Fox named assistant chief engineer maintenance, Chicago.

Richard J. Howard, manager of work analysis, named director-industrial engineering-system.

CLINCHFIELD.—H.M. Emerson appointed chief traffic officer, Jacksonville, Fla. Mr. Emerson is also chief traffic officer of the **Atlanta & West Point** and the **Georgia. A.S. Alford** appointed traffic manager-sales and **G.W. Guinn, Jr.,** named traffic manager-rates, both at Erwin, Tenn. Messrs. Alford and Guinn were formerly assistant traffic managers at Erwin.

J.H. Bolden appointed assistant to general manager-general auditor at Erwin.

DELAWARE & HUDSON.—H.E. Schultz, engineer maintenance of way, Albany, N.Y., appointed assistant chief engineer-staff, succeeding **R.J.D. Kelly,** who retired June 1, after more than 43 years of service. **C.H. Close** appointed engineer plans and construction, succeeding **W.H. Lloyd** named engineer of track. Abolished position of engineer of budgets and costs, formerly held by Mr. Close.

K.A. Hungerford appointed supervisor of work equipment and welding, Colonie, N.Y., succeeding **W.R. Snyder,** named engineer of work equipment and welding there. Abolished position of assistant supervisor of work equipment and welding, formerly held by Mr. Hungerford.

ERIE LACKAWANNA.—Bert L. Cypher appointed chief of divisions bureau, Hoboken, N.J., succeeding **William Mattis,** who retired July 1, after over 48 years of service.

John J. Toohey appointed district sales manager, Atlanta, Ga., succeeding **James P. Drew,** who retires Sept. 1, after more than 32 years of service. **Robert A. Johnson** named assistant district sales manager, Chicago, succeeding **Francis J. Nolan,** who retired Aug. 1, after more than 43 yeasr of service.

Frank J. DeGiorgi, assistant general freight agent, Chicago, retired July 1 after more than 48 years of service.

EXECUTIVE COMMITTEE-WESTERN RAILROAD TRAFFIC ASSN.—Frank C. Forward appointed assistant to chairman, Washington, D.C., succeeding the late **William F. Knobeloch** (RA, Feb. 26, p. 43). Mr. Forward was previously general sales manager in charge of government traffic, **Burlington Northern,** St. Paul.

FRISCO.—Gerald D. Morris named assistant general counsel.

B.J. Gaia, assistant manager TOFC sales, appointed traffic manager-intermodel services and government traffic. **G.H. Miller** and **G.W. Carson** named district sales managers, Cleveland and Buffalo, respectively. Mr. Miller succeeds **G.C. Hay,** retired, **R.D. Loughrige** named manager TOFC-COFC services, Springfield, Mo.; **C.E. Miller,** terminal manager-TOFC, St. Louis, and **J.D. Murphy,** assistant manager TOFC service, Springfield. **D.G. Shah,** traffic analyst, becomes senior traffic analyst.

L.E. Carner appointed assistant superintendent, and **S.E. Zeilmann,** trainmaster, St. Louis Terminal.

The Frisco established an Intermodal Sales Department in St. Louis, effective Aug. 1, to provide greater coordination and more comprehensive coverage of TOFC-COFC, freight forwarder, consolidator, shipper association and international freight sales efforts. **W.R. Eilers,** manager TOFC sales, named director-intermodal sales to supervise the new department. **H.E. Trotter, E.G. Riegler** and **L.R. Anstey** appointed manager-intermodal sales. **M.F. Krist** becomes staff assistant-intermodal sales.

ILLINOIS TERMINAL.—M.C. Jacobs appointed assistant to the president, St. Louis.

John E. Donnan appointed superintendent of cars and equipment, Federal, Ill.

LONG ISLAND.—Hank Boerner, director of public relations and community affairs, Jamaica, N.Y., has left that post to become director of information services, New York Stock Exchange.

William C. Gage, superintendent-maintenance of equipment, Jamaica, N.Y., named chief mechanical officer.

MILWAUKEE.—Lawrence W. Harrington, vice president of labor relations, Chicago, elected vice president of labor relations and personnel. The employment, training and development department has been renamed the personnel department.

MINNEAPOLIS, NORTHFIELD & SOUTHERN.—Charles C. Hardesty appointed district sales manager and will head the new Atlanta, Ga., office.

MISSOURI-KANSAS-TEXAS.—Mrs. V. Raye Reynolds named manager of contracts, industrial development department, Dallas.

Joe C. Crawford, general attorney, appointed general solicitor, succeeding **John B. Webster,** who resigned to return to private practice. **John P. McCall,** attorney, named general attorney-commerce. **James W. Shoecraft,** an attorney with the **Department of Transportation,** Washington, has joined the M-K-T as general attorney.

Gary K. Bradshaw, sales representative, Oklahoma City, Okla., promoted to assistant sales manager, Dallas, Tex., and has been succeeded by **Ronald J. Evans.**

NORFOLK & WESTERN.—William C. Wooldridge has joined the Law Department as an assistant general attorney, Roanoke. Mr Wooldridge was formerly assistant to general counsel for the Secretary of the Army at the Pentagon.

M. Edward Bowman, general manager, Lake Region, Cleveland, Ohio, appointed general manager, Western Region, St. Louis, succeeding **Edward F. Murry,** who replaces Mr. Bowman at Cleveland.

Roy N. Steele, manager of transportation, Atlantic and Pocahontas Regions, Roanoke, named assistant general manager of transportation. **Louis F. Popp,** assistant to general manager of transportation, succeeds Mr. Steele. **Paul E. Stitt,** director of transportation, Systems Operation Center, named Senior director of transportation service.

Clifford P. Henerfauth appointed chief claim agent, Roanoke, succeeding **C.H. Stock,** who retired July 1. **Richard J. Martin,** district claim agent, Portsmouth, Ohio, succeeds Mr. Henerfauth as assistant chief claim agent, Roanoke.

OBITUARY

John M. Burton, 60, field engineer, **Edison Battery Division, McGraw-Edison Co.,** died July 28 at Highland Park (Ill.) Hospital.

Charles J. Hardy, Jr., 78, former chairman and chief executive, **American Car & Foundry Co.** (now ACF Industries), died Aug. 6 at Doctor's Hospital, New York.

Frank L. Kartheiser, 80, retired executive vice president, **Burlington,** died Aug. 6 in St. Joseph Hospital, Aurora, Ill.

Walter J. Kelly, 88, retired vice president-traffic, **Association of American Railroads,** died June 1 in Washington, D.C.

George E. Leighty, 77, former president, **Railway Labor Executives Association,** Washington, D.C., died July 18.

Paul C. Shu, 57, assistant vice president-Security and Special Services, **Southern,** Washington, D.C., died Aug. 7.

Chester M. Wiggin Jr., Interstate Commerce Commissioner, was killed July 31 when a Delta Airlines jet plane crashed at Logan International Airport, Boston.

LETTERS

Better of the best

Minneapolis, Minn.

To the Editor:

Your "Profit through Productivity" July 30 issue is one of the better of your best—an interesting description of management and labor moving ahead. Well done!

W.K. Smith
Vice President
General Mills, Inc.

Omaha, Nebraska

To the Editor:

I would like to commend Railway Age, and Gus Welty, for the outstanding article, "Profit through Productivity: The people-potential:" (July 30, 1973). We have long followed Mr. Welty's penetrating observations and comments relating to the people side of our business.

I hope that Railway Age will continue to explore the many dimensions of the railroad employee relations situation. It must be recognized that as the pressure for productivity increases, as it surely will in the foreseeable future, our industry will have to call upon all talents and skills available within our vast pool of human resources. In a day when well over half of our revenue dollars are being spent on people, it is inescapable that we must maintain the contribution of this investment at the highest possible level. This includes not only a realistic and cooperative approach at the bargaining table, but also encompasses improved employee relationships on a one-to-one basis, more efficient organizational plans, more democratic and participative styles of management, greatly expanded training and development, and insuring at all times that the best possible people are employed and promoted—true manpower planning. Whatever financial or business decisions are reached the human factor must be not only included as one variable, but as a paramount consideration.

I hope to see more along these lines in future issues of Railway Age.

V.H. Krider
Director of Personnel
Union Pacific Railroad Co.

Syosset, N.Y.

To the Editor:

In my opinion, Gus Welty's story on "people being our most important asset" in your July 30 issue was right on target.

Jack Brannan
Engineering Consultant

Private carriage

Southfield, Mich.

To the Editor:

Put the blame on Mame, boys!

The June 25 edition of Railway Age closes with an editorial entitled "The growing impact of private carriage."

It's a cryin' shame that some guys who write about transportation do nothing more than that. They write. They don't haul. They don't ship. They don't research. They don't think. They just write!

What would happen if all of private industry parked its privately owned vehicles and started calling the regulated carriers for service—a service that a good number of them can't, or won't provide under present conditions. In less time than it would take to say "dispatch, please" the for-hire carriers would become so business-laden that the camel with the broken back would be hilarious with his good fortune.

I doubt that there is a Man-Jack shipper alive who does not recognize that many carriers (for hire, that is) are in trouble. The culprit is not the guy who operates his own truck(s) in the furtherance of his own business, but the guy who holds the certificate and who has, by various means, painted himself into a corner.

Private carriage preceded common carriage. Mr. Shipper welcomed the arrival of Mr. Carrier. Mr. Shipper and Mr. Carrier grew and prospered together. All the while, Mr. Shipper continued to operate his private transportation service and called upon Mr. Carrier to handle that which was too much, too distant or too costly for a private truck to handle. Mr. Carrier was happy. He was making a buck on his invested buck. Then Mr. Carrier thought that he knew all of the answers. He priced himself too low on some freight and too high on others. He put into his tariff a lot of restrictions on the goods of Mr. Shipper. Mr. Shipper, for self-preservation, added another truck and another and yet another. Surprisingly, the more trucks that he added the more material there was to be shipped and, in spite of his hurt, Mr. Shipper continued to call upon Mr. Carrier. This is not the end of the story but it will be if Mr. Carrier has his way and causes the demise of the goose who lays the golden freight.

J. Harmon Moss,
General Traffic Manager
Gulf & Western Metals Forming Co.

Austin, Texas

To the Editor:

The editorial in the June 25 issue, Railway Age (p. 66) I assume was written by you or one of your colleagues. It is interesting to note how the railroads have felt so maligned by such things as the land grant rates, barge lines free use of waterways, then a great cry went up over feather bedding. Later the great behemoths of the roads in the forms of common carriers were killing them off, now the cry has turned to the private operator.

The editorial expresses feelings of many people who have not taken time to dig deeply into the private operators reason for being here. None of us are private operators for the esthetic value or possible advertising value. The simple fact is that we have been driven to private operations because of the service and the pure economics of the thing. If you assume that "a few hundred, maybe a few thousand, companies that really benefit" you are overlooking the fact that many products would not reach the market today if it were not for the private operator. If you wish to narrow it down to a thousand companies, you will find those thousand companies represent hundreds of millions of dollars in common carrier freight which would not be available to the common carrier today if those companies are not able to operate at a profit. Personally, I can account for thousands of carloads that have been taken from the rails because we could not stand the poor service.

Before you look longingly at the golden egg (regulation of the private operator) I would suggest that you not overlook the goose who lines the pockets of the railroads, truck lines, steamships and others.

As a member of the Private Truck Council of America and this organization, the facts, figures and experiences of our fellow members paint an entirely different picture and I would like to again remind Messrs. Boyd and Reistrup of the ICG that they are calling names about some of the largest commercial shippers in the United States.

Lyman McLane
President
Private Truck Operators
Association of Texas.

60-year reader

St. Louis, Mo.

To the Editor:

I have been reading Railway Age regularly since I was about 13 years old and have been a subscriber since I was 15—and that's a long time (I am now 73). How many other 60-year readers and 58-year subscribers do you have?

John W. Barriger

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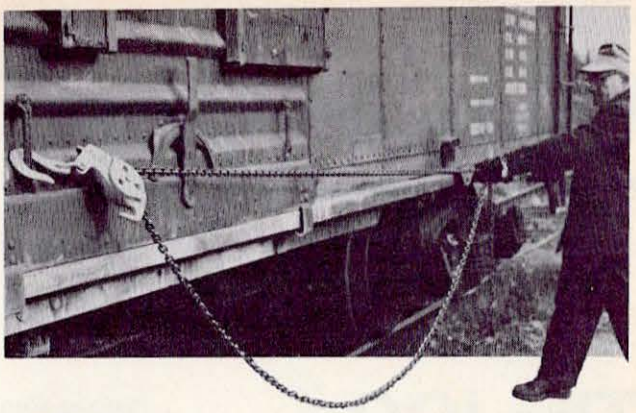

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Viewpoint

The ICC grabs for more power

Among some segments of society today, the theory seems to be that if what you want to do is illegal, do it anyhow. Not so with the Interstate Commerce Commission. ICC thinking seems to be that if it can't do what it wants to do within the law, then change the law.

It all started many months ago, when the Commission—responding, in this instance, to Senator Vance Hartke's prodding—launched an inquiry which has since become known as "the Payolo case," after the director of the ICC's Bureau of Accounts. Briefly, the Commission wanted to get its hands on railroad budget forecasts "including but not limited to" such things as cash flow and income projections, along with working papers and interpretative materials (RA, March 29, 1971. p. 60). The request went out to some 70 roads but Burlington Northern became the test case. BN refused to furnish the data, and took the Commission to court. At the Federal District Court level, BN won. At the next level, U.S. Court of Appeals affirmed the lower-court decision and later denied a request for reconsideration. Finally, the Commission and the Department of Justice tried to get the Supreme Court to take up the case, but the highest court denied certiorari.

So, perhaps predictably, the ICC now wants the law changed so that it can, indeed, get its hands on those books and papers—this, in the name of keeping Congress informed of the financial condition of railroads and other carriers falling (and that may be exactly the proper word) under Commission jurisdiction.

What Congress will choose to do about this request is, of course, not known. Congress and the ICC are not all that friendly; at the same time, Congress is looking at various railroad-aid proposals, and this could be the lever used to try to pry loose the data.

A POOR TRACK RECORD

All sorts of objections could be raised against what the Commission wants to do. There may be a Constitutional question. There are definite fears regarding the ICC's—any agency's—ability to keep confidential documents confidential. There is the strictly pragmatic point, that forecasts are "at best educated guesses concerning the future." Commission-critics might also raise a question as to whether the agency's people are really qualified to assess the material if they did have it. And then the Commission's track record in recent years—in rate cases, abandonment cases, merger cases, you-name-it—is not one to make palatable the fact of further expansion of ICC powers.

Just a few weeks ago, DOT Secretary Claude S. Brinegar talked of "tedious and complex ICC regulatory procedures." And it was the Secretary who said that some way must be found to "lift from rail the heavy and uneven Federal administrative and regulatory hand." The word was "lift"—not "clamp down harder," as the Commission seems to want to do. Congress can now help—by ignoring this latest power-play attemp.

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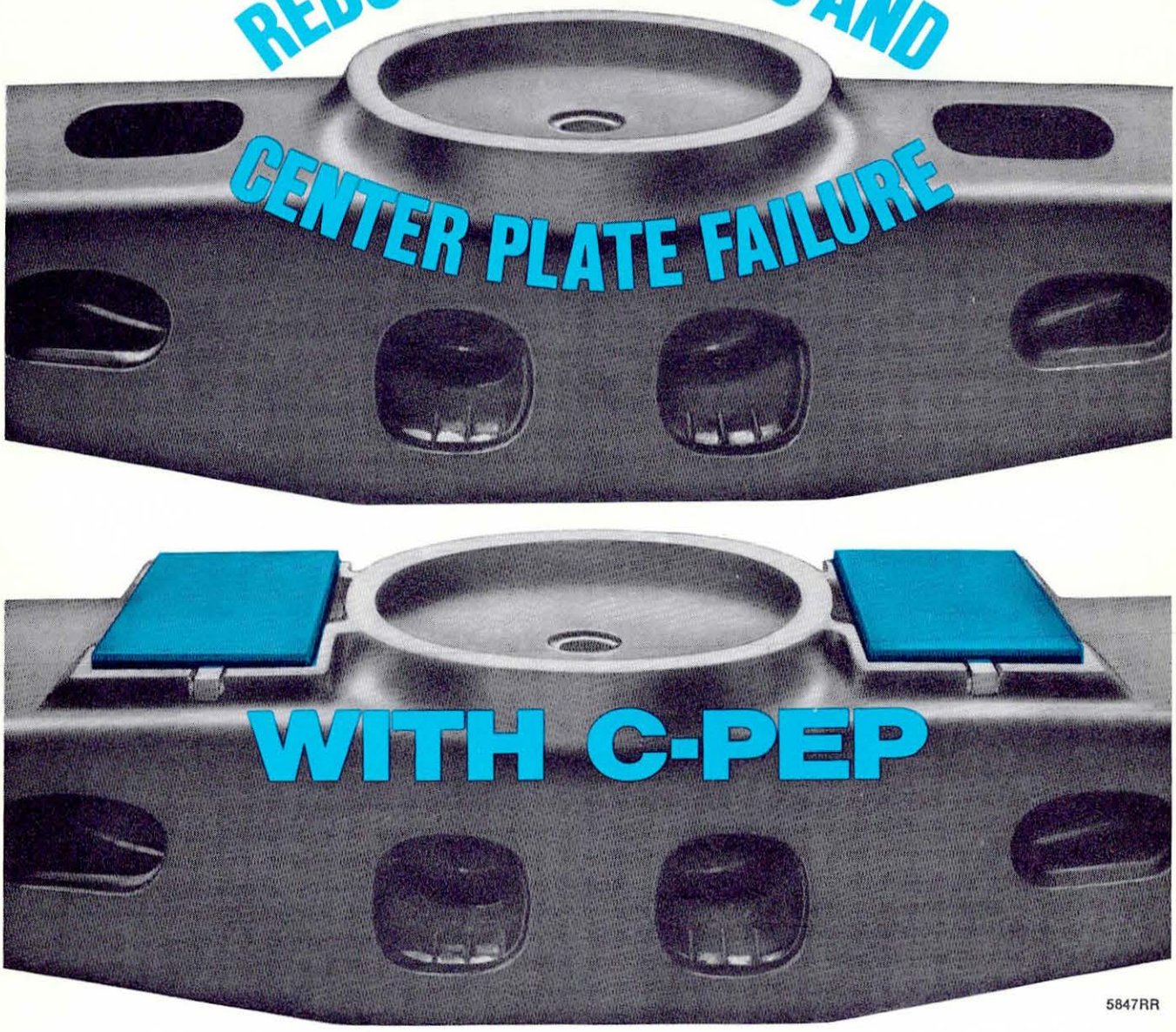

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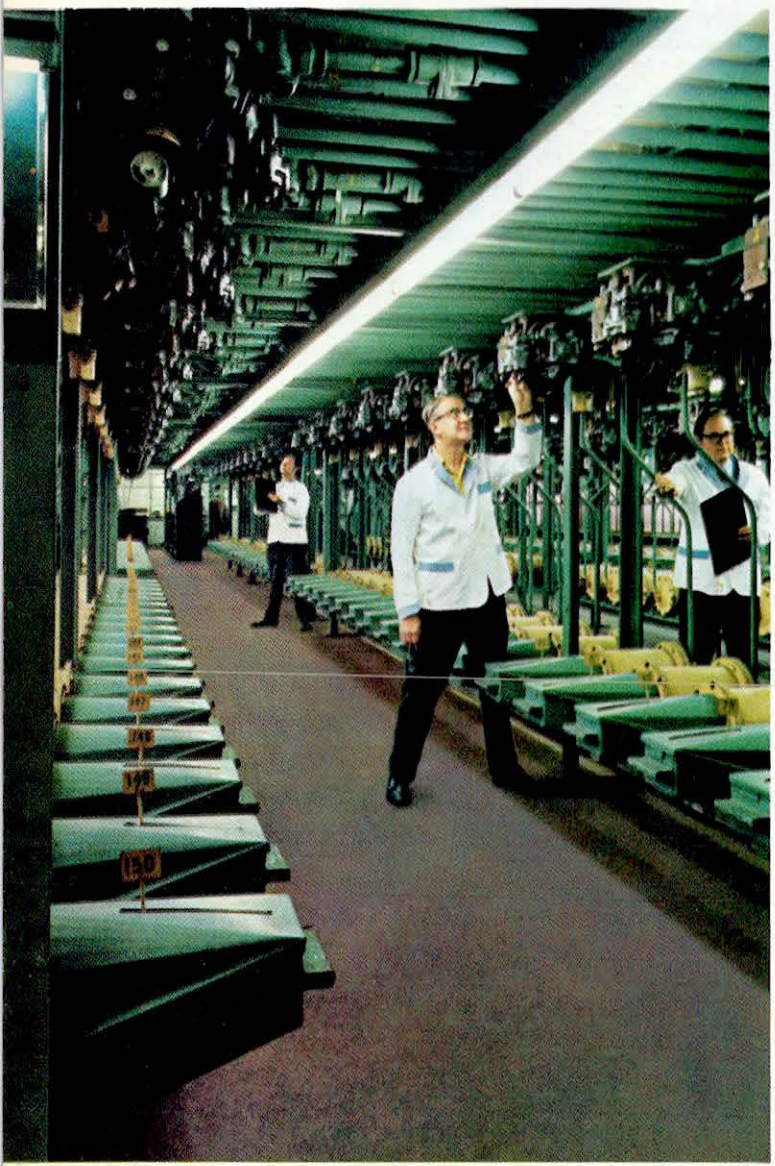

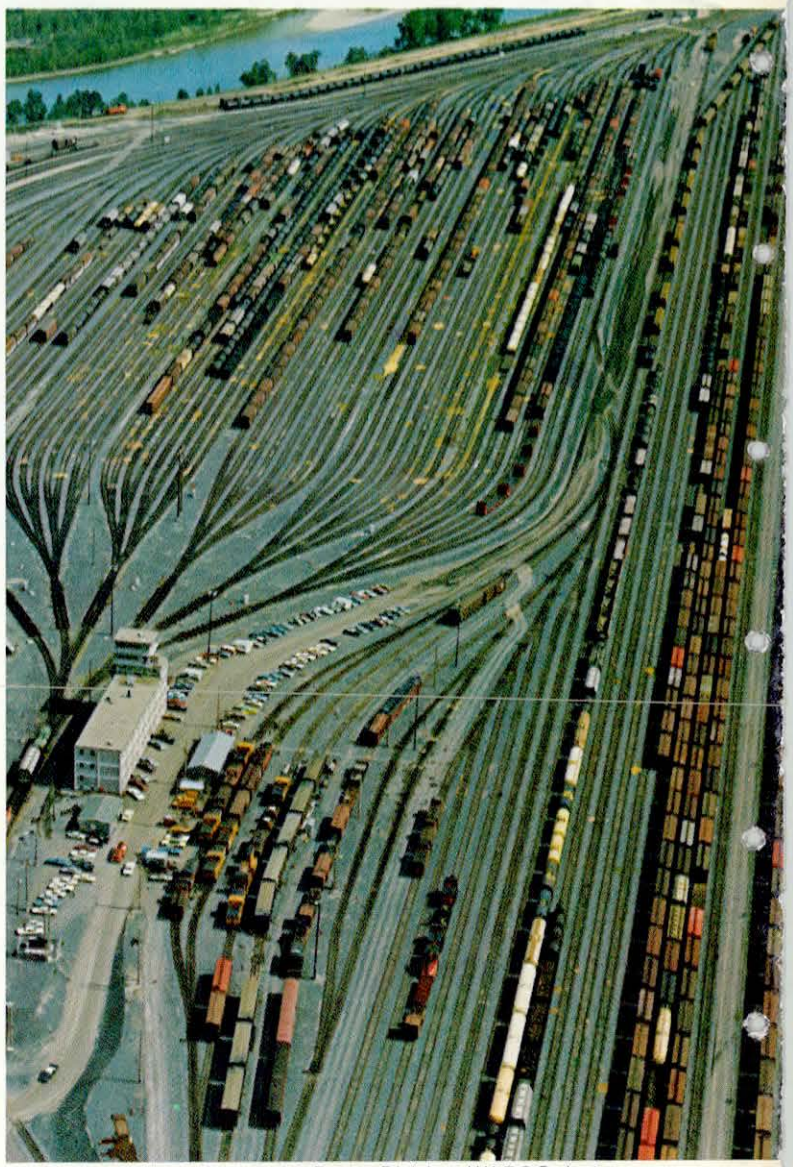

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